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**International
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Series**



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NEW PRODUCTS U.S.A.

PRODUCTOS NUEVOS DE LOS ESTADOS UNIDOS

NOUVEAUX PRODUITS AMERICAINS



**U.S. DEPARTMENT OF COMMERCE
Industry and Trade Administration
Washington, D.C. 20230**

FOREWORD

The purpose of the *COMMERCIAL NEWS USA* magazine is to provide pertinent U.S. commercial information for reprinting in some 85 Posts' Commercial Newsletters which are disseminated to over 100,000 foreign business officials, government representatives and other prospective buyers. This magazine is specifically designed to foster and promote U.S. commercial interests in foreign markets. In addition, it informs the U.S. Foreign Service of new Commerce trade promotion programs and policy developments.

The worldwide Commercial Newsletter program plays an important role in expanding U.S. exports all over the world by publicizing information concerning new American products and technological developments and U.S. commercial exhibitions at home and abroad. Significant sales of "New Products U.S.A." further the objective of establishing the image of the United States as a first source of quality equipment and advanced technology. In addition, Commercial Newsletters promote U.S. investment and licensing abroad.

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This information was compiled in cooperation with various government and industry officials. Every effort has been made to ensure that the data contained in this publication is correct. However, no responsibility can be assumed by the U.S. Government for the accuracy of dates or the outcome of any transaction with any person or firm mentioned herein.

Suggestions or comments regarding this publication are welcomed.

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President Commits U.S. to Export Expansion

President Carter, in his recent export policy declaration, has essentially acknowledged that American export success is a matter of reaching the mind and will of the nation's business community.

He believes that his Administration can do it in two ways:

- Psychologically, by creating a climate in which Americans are convinced that exporting is now a central national concern, not a marginal one as in the past.

- Practically, by offering specific measures of marketing or financial assistance along with removing business uncertainties due to governmental regulations.

This is the President's approach as it emerged Sept. 26 in his presentation of recommendations which grew out of the work of a Presidential task force set up this year to help build U.S. exports.

President Carter noted that in public discussion of the massive and troubling trade deficit, so much attention has been paid to oil imports that the U.S. has failed to address its other fundamental trade problem: slow export growth, particularly of manufactured goods, and a steadily deteriorating U.S. position in total world trade.

The task force, assembled from 15 Federal agencies and chaired by Commerce Secretary Juanita M. Kreps, told the President that it is "far preferable" to deal with this problem through increased exports than by imposing barriers to imports or by slowing U.S. economic growth.

The executive committee of the task force was headed by Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade.

The agencies responsible for economic policy were reported to be nearly unanimous in recommending that the Federal Government should reduce the major disincentives to exports posed by Federal laws and regulations. There was also general agreement that affirmative government incentives and assistance for exporters should be expanded.

The recommendations of the task force for direct actions to assist exports were seen as being entirely consistent with a policy of floating exchange rates. The depreciated dollar has made U.S. goods potentially much more competitive. The measures proposed will help U.S. firms to take advantage of that competitiveness.

A large part of the problem is the historically small role that exports have played in the U.S. economy—currently about 6.4 percent of GNP, compared to 12-45 percent in major competitor nations—and the consequent neglect of export emphasis both in business and in government. Exporting is more difficult than selling at home, and too many U.S. firms do not believe exporting is worth the effort—even when their products are priced competitively in foreign markets.

Against this background, the task force told the President that an improvement in business attitudes toward exporting could trigger a significantly expanded U.S. export performance. "Such an improved attitude could be generated by action on the part of the Administration," the task force stated in laying out its package of recommendations for Presidential concurrence.

A major element in the new national export policy is improved government support for exporters, designed to help firms offset the difficulties they face in selling abroad and to encourage them to take advantage of new opportunities arising from recent depreciation of the dollar. It includes the following measures:

- Export development programs will be stepped up by the Commerce and State Departments.

- The Export-Import Bank will increase its flexibility in support of export sales, with reference to interest rates, length of loans and percentage of individual transactions financed. This will enable Eximbank to become more competitive within international guidelines for government-assisted export loans and guarantees. The President will ask Congress for a \$500 million increase in the bank's direct lending level in Fiscal Year 1980.

- The Small Business Administration will be directed to target to exporters among its small business clients up to \$100 million of its current authorization for loan guarantees.

- Federal regulatory actions that have an inhibiting effect on exports will be reviewed. All Executive Branch departments and agencies, and the independent regulatory agencies, will be involved in this effort to give a better balance to governmental decisions that have potentially adverse export impact.



► On export controls, the Departments of Commerce, State, Defense and Agriculture will be directed to take into account export consequences when considering the use of such restrictions for foreign policy purposes. Weight will be given to the availability from other countries of items under export controls.

► Improvements will be made in the guidance by the Attorney General to the business community regarding the application of the Foreign Corrupt Practices Act. It is believed that important opportunities in the export of goods and services are now being lost by U.S. firms due to uncertainties in this field.

► Similar action will be taken with regard to U.S. antitrust laws. The task force found a persistent belief in the business community that antitrust laws are a serious impediment to U.S. firms seeking to do business abroad. Effective enforcement of the antitrust law is vital to the interests of the United States; but it should not be a bar to our competitiveness abroad. The President, further, will appoint a business advisory panel to work with the National Commission for the review of antitrust laws.

► Though continuing his opposition to the DISC (Domestic International Sales Corporation) tax incentive for exporters as being costly and inefficient, President Carter said that if Congress would not accept his recommendation to phase it out then his Administration stands ready to work with the legislators to "at least make it simpler, less costly, and more effective than it is now." In another reference to tax measures, he expressed the hope that Congress will work with him "to promptly resolve the tax problems of Americans employed abroad, many of whom are directly involved in export efforts."

► Federal environmental impact requirements relating to exports will be clarified and simplified. The President estimated that after a Presidential Order on this subject is issued shortly such requirements will touch less than 5 percent of U.S. exports.

► A six-sided strengthening of U.S. agricultural export programs will be instituted, including assistance with marketing, credits and international agreements.

► The advisory President's Export Council will be reconstituted on a broader basis to "bring a continuous flow of fresh ideas into our government policy-making process," in the President's words. This unit is to report to the President at least annually through the Secretary of Commerce.

► A program in progress is official U.S. participation in worldwide efforts to reduce tariff and non-tariff barriers to international trade. The President mentioned the role of the United States at the current Geneva Multilateral Trade Negotiations, and U.S. discussions with other nations to tighten the terms offered by government-supported credit agencies.

President Carter summed up the recommendations in these words:

"Increasing U.S. exports is a major challenge—for business, for labor, and for government. Better export performance by the United States would spur growth in the economy. It would create jobs. It would strengthen the dollar and fight inflation.

"There are no short-term, easy solutions. But the actions I am announcing today reflect my Administration's determination to give the United States trade deficit the high-level, sustained attention it deserves. They are the first step in a long-term effort to strengthen this nation's export position in world trade."

The Task Force

The makeup of the Presidential Task Force on National Export Policy illustrates the wide range of Federal agencies that have an interest in export trade.

There were members from the Departments of State, Treasury, Agriculture, Justice, Commerce, Labor and Defense, the Federal Reserve Board, the White House Office of the Special Trade Representative, Office of Management and Budget, Council of Economic Advisers, National Security Council, Domestic Policy Staff, Export-Import Bank, and the Small Business Administration.

Secretary of Commerce Kreps chaired the task force, and Assistant Secretary of Commerce Frank A. Weil headed its executive committee.

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Secretary Kreps Receives Briefing on the "Foreign Buyer" Program

Juanita M. Kreps, U.S. Secretary of Commerce, visited the International Business Center at the American Hospital Association/ Association of Western Hospitals convention held in Anaheim, California. While in the Center, the Secretary was briefed on the Foreign Buyer Program. She is shown in the photograph above meeting two international visitors from Austria. Dr. Manfred Kunze (left) and Dr. Franz Balkowitz were attending the show as representatives of the Austrian Federal Ministry of Health and Environmental Protection. Visitors from 23 countries attended this show, which is one of 14 major U.S. Trade Shows promoted under the Foreign Buyer Program in 1978.

The Foreign Buyer Program, a joint effort by the Department of Commerce, the Foreign Service Posts and the U.S. Show Producer, has brought thousands of foreign buyers to the United States from virtually every country in the world to purchase U.S. goods and services. (See 1979 Calendar of U.S. Foreign Buyer Shows - next page)

MAJOR PRODUCT EXHIBITIONS IN THE U.S.

U.S. Foreign Buyer Program Shows Scheduled for 1979

U.S. Shows offering the best prospects for export sales have been selected for Commerce's *FOREIGN BUYER PROGRAM*. These Shows offer the foreign visitor a majority of services designed to facilitate matching up the right foreign buyer with the best prospective U.S. supplier. Commerce provides a professional staff to assist foreign buyers at these shows in all business matters. Business and professional people planning to attend any of these events should verify exposition dates and addresses of sponsor through a Commercial Officer at U.S. Embassies and Consulates.

Calendar 1979

<u>DATE</u>	<u>LOCATION</u>	<u>EVENT</u>
<u>January</u> 6-10	Denver, Colorado	Int'l Western Apparel and Eqpt. Market
10-15	New Orleans, Louisiana	NAVA '79, National Audio Visual Show
15-18	Chicago, Illinois	1979 National Housewares Exposition (NHMA)
<u>February</u> 8-11	Chicago, Illinois	National Sporting Goods Assn.
25-3/2	Dallas, Texas	INTELCOM '79
<u>April</u> 1-6	Atlanta, Georgia	IEEE/PES Transmission and Distribution Conference and Expo
<u>June</u> 4-7	New York, New York	National Computer Conference and Show
18-22	Chicago, Illinois	National Plastics Expo
<u>October</u> 24-27	Seattle, Washington	Fish Expo
<u>November</u> 14-19	Chicago, Illinois	American Meat Institute and Exposition

U.S. INTERNATIONAL MARKETING CENTER

Peering at the new nameplate "U.S. International Marketing Center" that is going up in place of the familiar "U.S. Trade Center" designation in cities like Cologne, Singapore and Sydney, American traders are asking whether the change has practical significance for them or is merely cosmetic.

"It's a good question that deserves a straight answer. The change should be explained and understood because it represents not just another name but an important shift in our services," responds Richard Garnitz, who directs the worldwide exhibition and marketing program of the Commerce Department that includes the centers.

"Perhaps the best way to illustrate the change is to say that in the Trade Center program we brought together U.S. exporters and their potential foreign customers under our own roof, whereas under the International Marketing Center concept we are going out with our client U.S. firms to where the customers traditionally gather—for example, at the recognized commercial fairs."

Garnitz and his colleagues in Commerce's Industry and Trade Administration believe that their move is a timely adaptation to several changes in the international marketing scene. First, the greater sophistication and increase in commercial fairs in some countries now provides sufficient vehicles to cover the marketing opportunities that exist. Then, too, new markets have developed in so many countries that the U.S. would have to double or triple the number of trade centers it presently operates to service them all (the trade center having essentially a one-country focus). Thus emerged the idea for a smaller, permanent International Marketing Center (IMC) to cover a group of countries.

IMC Why A New Name Is Significant

The IMC sponsors U.S. pavilions at trade fairs being held in its marketing area. Experienced IMC personnel design and build display booths to meet exhibitors' needs, and conduct a pre-show promotion campaign which includes an extensive direct mail program and personal visits to many key buyers, end-users and potential representatives, to persuade them to visit the U.S. exhibition. Prospect lists are compiled to assure that every potential customer is identified and reached. The IMC staff is present throughout to help exhibitors locate interpreters, secretarial support, etc., and to work with the fair authorities on particular problems. These techniques are familiar to clients who previously used U.S. Trade Centers.

In cases where Commerce-commissioned market research identifies a promising market opportunity, but where no suitable trade fair exists, the IMC will sponsor an exhibition open exclusively to U.S. manufacturers and their agents. These promotions, called "solos," offer the same services as U.S. pavilions at international trade fairs.

At the permanent IMC facility, small, specialized exhibitions can be staged to capitalize on opportunities too narrow to warrant a "solo" exhibition. IMC facilities are also made available to trade associations and other groups to organize exhibitions of their own. Individual American firms or their agents may also put on promotions. At these Business-Sponsored Promotions (BSPs), the IMC staff assists the private sponsor in designing and building the displays and the Center's market promotion contractor can be hired.

IMCs are also suitable locales for sales meetings, conferences and seminars. Another service feature is the "Product Marketing Service" (PMS), designed to provide U.S. businesses "an office away from the office." It offers space for up to five days at a small fee per-day, free local phone service and access to telecommunications; audio-visual equipment; a market briefing; a list of key business prospects; assistance in making appointments, and in obtaining secretarial and interpreter service (at the U.S. company's expense). Arrangements for the PMS can be made by contacting Commerce District Offices in the U.S.

Due to the prevalence of highly specialized international fairs covering just about every industry

sector, Germany was selected as the first location for an IMC. The U.S. Trade Center in Frankfurt was closed, and a U.S. International Marketing Center was established in Cologne in January 1977. Through participation in major fairs in the surrounding region, this IMC has been able to extend to American exporters opportunities to build up their export potential in a manner not possible under the trade center concept, which functioned under constraints of size and location.

**"We are going
out with our
clients to where
the customers
traditionally
gather—
at recognized
trade fairs."**

Ed Heiser, Director of the Cologne IMC, points out that the main difference and subsequent advantage of the IMC as opposed to a Trade Center is the exposure the U.S. exporter's product receives. "You're talking about 50-60,000 in attendance at an international trade fair as against 1,000-1,500 at one of our trade center shows. This also means that you are reaching a second level of buyers—business firms not previously screened by our available lists, etc. These are future customers who are not ready to make a purchase and have not been contacted through our promotional campaign, but perhaps may have come to view products originating in another country. The convenient proximity of like items gives him a chance to compare products and, in many cases, due to favorable quality, price, or service features, he may switch to the U.S. item."

In addition, the broader "Repfind" service (assistance provided to new-to-market firms in which IMC personnel identify and visit potential local representatives and arrange appointments between them and interested U.S. exhibiting firms at the display site) which covers two to three additional countries in the region has resulted in a number of agency agreements concluded outside Germany during every international fair in which the IMC has participated since its conversion. This is especially beneficial to the small- to medium-size firms in terms of reaching a larger market with limited expense.

Commerce's decision on a conversion to additional IMC facilities grew out of the success of the centers now in operation. Encouraging comments have been received from U.S. business firms which have participated in international fairs and solo exhibitions sponsored by the previously established IMCs.

Robert T. Jones, Director of International Operations for Able Computer Technology of Santa Ana, California, exhibited at the U.S. Pavilion at Systems '77 put on by the Cologne IMC in Munich,

Germany. He commented, "The best organized exhibit I've ever experienced. Contacts made there were especially effective in locating new reps." As a new-to-export/new-to-market medium-size firm, he found the exhibit "extremely effective." "We sold everything we brought," he summed up.

At Dinamika '77, Djakarta, Indonesia, a "solo" sponsored by the Singapore IMC, Sharad A. Mehta, General Manager of Dalton Cooper, Inc. of New York commented, "We believe that the idea of holding such shows—concentrating on certain segments of industry—is good and ought to be pursued to encourage and help U.S. exporters, especially smaller firms such as ours."

Most recently, a small, new-to-market firm, Vita-Saver, Inc. of Burbank, California, participated in Housewares '78 sponsored by the Cologne IMC this past February. Stanley King, Vice President, said Vita-Saver penetrated eight new countries through this event.

Commerce's upcoming promotions schedule further demonstrates the wide regional coverage of an IMC. The new Paris IMC, for example, will be sponsoring the U.S. Pavilion at "Aquatech" (Water Treatment/Pollution Control) in the Netherlands in September 1978. Another addition to the IMC family, Milan, will be putting on the U.S. Pavilion at NUCLEX (Nuclear Power Equipment and Instruments) in Basel in October. The Singapore IMC will sponsor a "solo" exhibition, Agribusiness (Agricultural and Machinery Equipment/Food Processing and Packaging), in Bangkok, Thailand, in February 1979.

In addition to the conversion of the Frankfurt, Singapore and Sydney Trade Centers, in October 1978 the Paris and Milan Trade Centers will be reopened at their present locations as IMCs and the London Trade Center will follow later.

**Commerce
will continue
to operate
Trade Centers
where the need
remains
for them.**

"Commerce will continue to maintain Trade Centers in Mexico City, Sao Paulo, Taipei, Tehran and Tokyo where there still remains the need for this type of trade promotion facility," Richard Garnitz explained. "In these instances, there are usually very few potential international markets in the surrounding countries which require the outreach concept of the IMC. Additionally, the larger exhibition area that a Trade Center provides is still necessary in the good market countries where there are negligible international fair facilities."

(See listing of U.S. Trade Promotion Centers Abroad - next page)

U.S. TRADE PROMOTION CENTERS ABROAD

COLOGNE

U.S. Int'l Marketing Center
1-9 Bahnhofstrasse
D-5000 Koln 1
Federal Republic of Germany

LONDON

U.S. Trade Center
24/31 Grosvenor Square
W.1 London, England
Telex: 24196

MEXICO CITY

Apartado Postal
M-2805
Mexico City 1, D.F. Mexico
Telex: 01773091

MILAN

Via Gattamelata, 5
20149 Milan, Italy
Telex: 36208 USTCMIL

MOSCOW

U.S. Commercial Office
15 Chaykovskovo
Moscow, U.S.S.R.
Telex: 7805 USCOMSU

OSAKA

9th Floor, Sankel Bldg.
4-9, Umeda 2-chome, Kita Ku
Osaka, Japan

PARIS

U.S. Int'l Marketing Center
123 Avenue Charles de Gaulle
92200 Neuilly - SUR-SEINE
Paris, France
Telex: 610731

SAO PAULO

Avenida Paulista 2439
Edificio Eloy C'haves
CEP 01311
Sao Paulo, Brazil
Telex: 391-1125274

SEOUL

American Embassy Building
Sejong-R0
Seoul, Korea

SINGAPORE

Malayan Credit House
Ground Floor
96 Somerset Road
Singapore 9, Singapore

SYDNEY

4 Clift Street
Milsons Point
2061 New South Wales
Sydney, Australia

TAIPEI

Taiwan Glass Company Bldg.
261 Nanking East Road
Section 3
Taipei, Taiwan

TEHRAN

260 Takhte Jamshid Avenue
P.O. Box 50
Tehran, Iran
Telex: 820091/9

TOKYO

Tameike-Tokyu Building
1-14 Akasaka
1-chome
Minato-Ku
Tokyo 107 Japan
Telex: 2424-4895 USTCJ

WARSAW

U.S. Trade Development Center
Ulica Wiejska, 20
Warsaw, Poland
Telex: 813934 USTDO PL

U.S. GOVERNMENT SPONSORED EVENTS OVERSEAS

CALENDAR

Further information on the events listed below may be obtained by contacting the nearest U.S. Commerce District Office or write Office of International Marketing, Room 4012, Bureau of Export Development, U.S. Department of Commerce, Washington, D.C. 20230. If overseas, contact the nearest U.S. Embassy. The listed events/dates are subject to change or cancellation without prior notice.

<u>DATE</u>	<u>LOCATION</u>	<u>EVENT</u>
<u>January</u>		
11-22	PARIS	Pleasure Boat and Eqpt./Paris International Boat Show
14-18	TEHRAN	Electrical Energy Eqpt.
15-19	MOSCOW	Industrial Packaging Seminar/Exhibit
16-19	PARIS	Hyper '79 - Microwave and Security Eqpt. (Locally procured)
23-26	MILAN	Electronica '79 (Electronic Industries Production Test Eqpt.) (Locally procured)
29-2/2	TOKYO	Emergency Medical Eqpt.
<u>February</u>		
6-8	MEXICO CITY	Petrotecnia (Petroleum Production and Handling Equipment)
6-9	MILAN	Computer and Peripheral Eqpt. (Offsite: Rome) (Locally procured)
12-16	SINGAPORE	Agriculture Business (AME/FPP) (Offsite: Bangkok)
12-16	SAO PAULO	Computers and Peripheral Eqpt.
12-17	SYDNEY	Mining and Exploration Eqpt. AIMEX (Offsite: Sydney)
18-20	COLOGNE	Int'l Hardware Fair (Bldg. Supplies and Eqpt.) (Offsite: Cologne)
19-23	TAIPEI	Industrial Process Control Instruments and Eqpt.
27-3/3	TOKYO	Avionics and Ground Support Eqpt.

<u>DATE</u>	<u>LOCATION</u>	<u>EVENT</u>
<u>March</u>		
4-8	TEHRAN	EDP Business Eqpt.
12-16	MOSCOW	New Technology in Mining Seminar/Exhibit
26-30	MILAN	Energy Conservation Systems and Seminar (On-Site)
26-30	TOKYO	Printing and Graphic Arts Eqpt.
26-30	SAO PAULO	Communications Eqpt.
27-29	COLOGNE	DIDACTA (Audio-Visual Eqpt./ Educational Aids) (Offsite: Dusseldorf)
<u>April</u>		
2-5	SYDNEY	Computer and Related Eqpt./ Business Eqpt. (Offsite: Melbourne)
2-7	PARIS	COMPOSANTS (Electronic Components) (Offsite)
23-28	SINGAPORE	Electronics Industry Products/ Test Eqpt.
23-29	LONDON	Safety and Security Eqpt. (Off-site) (Fair)
30-5/3	MEXICO CITY	Vehicular and Motor Maintenance Eqpt.
<u>May</u>		
11-18	TAIPEI	Communication Instruments and Eqpt.
14-18	MOSCOW	Materials Test Eqpt. Seminar/ Exhibit
14-19	PARIS	Utrecht Micropak (Packaging Eqpt.)
19-27	MILAN	GEC (Printing and Graphic Arts Equipment) (Offsite)
27-31	COLOGNE	Interhospital '79 (Health Care Industries Eqpt.) (Offsite: Dusseldorf)

<u>DATE</u> June	<u>LOCATION</u>	<u>EVENT</u>
4-8	SAO PAULO	Eqpt. for the Chemical and Petrochemical Industries
5-8	PARIS	Business Eqpt. and Systems
11-15	TOKYO	Laboratory Instruments
11-15	TAIPEI	Pollution Control Eqpt.
11-16	SINGAPORE	Shipbuilding and Repair (STC) (Offsite)
12-15	MEXICO CITY	Metalworking and Finishing Eqpt.
12-15	MILAN	EDP '79 (Computers and Peripheral Eqpt.)
18-22	SYDNEY	Automotive Eqpt.
19-22	LONDON	Fast Food and Catering Eqpt. (On-site)

COMMERCIAL FAIRS

1/79	VENEZUELA, Caracas	Petroleum On/Offshore Exploration Drilling, Production, and Pipeline Eqpt.
3/79	KOREA, Seoul	Metalworking and Finishing Eqpt.
3/79	EGYPT, Cairo	Cairo International Fair (Type II)
3/79	GERMAN DEMOCRATIC REPUBLIC, Leipzig	Spring Fair - Industrial Electronics
4/79	MOROCCO, Casablanca	Casablanca Int'l Fairs (Type II)
4/79	HUNGARY, Budapest	Spring Fair - Electronic Eqpt.
6/79	VENEZUELA, Caracas	Agricultural Machinery and Eqpt. (Solo)
6/79	FRANCE, Paris	Paris Air Show (Type I)
6/79	SAUDI ARABIA, Dhahran	Building Materials and Construction Eqpt.
6/79	ISRAEL, Tel Aviv	Technology 79 (Type II)
6/79	POLAND, Poznan	Poznan Fair (General Industry Eqpt.)
6/79	U.S.S.R., Moscow	Land Reclamation

NEW PRODUCTS U.S.A.

The following product information has been selected by the Department of Commerce for promotion through the New Product Information Service (NPIS). This information is also made available by Commerce on a selected basis to VOA for worldwide broadcasting. While the firms mentioned in Commercial News USA are believed to be reliable, no responsibility can be assumed by the U.S. Government or its representatives for the accuracy of the new product descriptions which are based on information supplied by the listed U.S. firms. Both technical and non-technical products are deliberately included to ensure worldwide market applicability. Please reprint as many new product descriptions as possible.

AGRICULTURAL MACHINERY AND EQUIPMENT (Including Animal Husbandry and Veterinary Sciences)

NEW SOIL IMPLANT SUPPLIES

BACTERIA ESSENTIAL FOR LEGUMES --

Rhizobia bacteria are needed by legumes (such as soybean and peanut plants) which use them to absorb atmospheric nitrogen for growth. The "Nitragin Soil Implant" supplies massive amounts of this needed bacteria directly to the soil surrounding the plants. Chemicals (including fungicides and pesticides) which destroy the bacteria can be safely applied to soybean or peanut seeds since the treated soil restores the microorganisms. Crop yields, the firm says, can be increased by up to 93 percent. Sells for \$50/40 lbs (18 kgs). The firm seeks representatives abroad. WRITE: Gilbert C. Isetts, Sales Manager, Dummann World Trade Company, Inc., Dept. CN, P.O. Box 18665, Milwaukee, Wisconsin 53218 U.S.A.



SAFE, NON-TOXIC INSECTICIDE -- According to this company, "Perma Guard," a specially treated form of "diatomaceous earth," can kill almost any insect which normally infests crops, yet it is harmless to humans, pets, livestock, plants, and wildlife. The company explains that "Perma Guard" kills insects

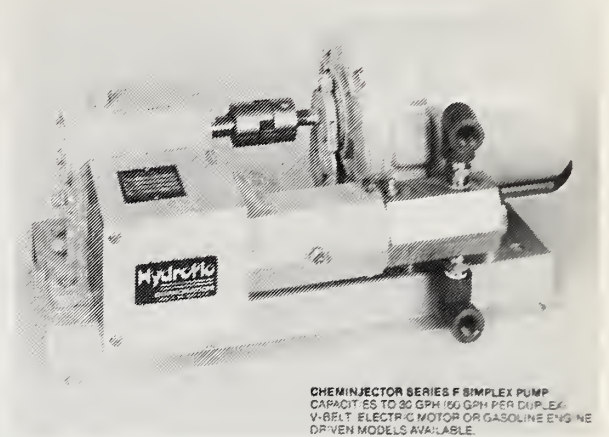
through a physical, non-poisoning action which is harmless to other living things. It can be used to protect crops, mixed with livestock feed as a possible safeguard against intestinal parasites, or used as a household insecticide (against roaches, etc.). Priced under \$1.60/lb (.45 kg). Exclusive distributorships are available. WRITE: Howard Krisvoy, President, Perma Guard, Dept. CN, 1424 Eltham Place, Fullerton, California 92633 U.S.A.

SUBIRRIGATION SYSTEM FOR FOOD CROPS -- According to the manufacturer, the "Sea-Ponics Tech" system provides most of the elements needed for healthy growth of food plants. It includes subirrigational beds, special greenhouse technology (e.g., the production of carbon dioxide and growth-stimulating negative ions), and a plant food source held in colloidal suspension for easy regulation. The firm says its system increases vegetable yields and reduces the need for pesticides. Priced from \$420,000. Training and technical assistance are provided by the company. Agents, licensees, and absentee owners sought. WRITE: Willie C. Nettles Bey, Owner, Nettles Bey's Finder Service, Dept. CN, 6350 South Maryland, Chicago, Illinois 60637 U.S.A.

ELECTRONIC PREGNANCY DETECTOR FOR CATTLE -- The problem: identifying "bred" heifers at an early stage in their pregnancy--before money is lost by the sale of pregnant animals or in the care of unproductive ones. One firm's simple solution: the "Cow Pregnosticator," an electronic solid-state instrument that externally detects pregnancy in cattle. Replacing the time-consuming and often dangerous hand-palpation method, the unit informs the operator within 30-35 days of breeding whether cattle are pregnant. It is reportedly 90-95 percent accurate in its diagnoses. Priced from \$2,000 to \$2,980. Used by dairies, beef breeders, veterinarians. The firm seeks representation or distributorships. WRITE: Betty Simmons, Director, Liaison International, Inc., Dept. CN, 876 Ventura Street, Aurora, Colorado 80011 U.S.A. (See photo 8, page 68)

AUTOMATIC IRRIGATION MONITOR/REGULATOR -- Growers of any kind of plant, from grass to fruit trees, will appreciate the "Hydrovisor," a solid-state tensiometer that automatically controls irrigation systems to supply only the precise amount of water needed by plants. A major improvement over clock-controlled irrigation systems, it can prevent over-watering (thus providing water savings up to 60 percent) and also reduce loss of fertilizer and soil through "run-off." Preset at the factory for use with various plants, the "Hydrovisor" gives years of service in all kinds of weather. Price range: \$35-\$40/unit. Agents, distributors and licensees are invited to inquire. WRITE: Laird A. Varzaly, International Sales Manager, Hydro Terra Corporation, Dept. CN, 800 North Park Avenue, Pomona, California 91768 U.S.A.

METERING PUMPS WITH PROTECTIVE ENCLOSURES -- The "Cheminjector" and "Hydromyte" metering pumps feature stainless steel enclosures which totally enclose the operating mechanisms to protect them from dust, corrosive elements, etc. The company says that user benefits include simple installation and operation; long, maintenance-free service life; low initial cost; and extremely precise metering of liquids. Used in farm irrigation, waste and water treatment plants, chemical and petrochemical operations, etc. Priced from \$200-\$1,200. Agents, distributors are desired. WRITE: Harry Black, Hydroflo Corporation, Dept. CN, 112 Maple Avenue, Dublin, Pennsylvania 18917 U.S.A.



WATER PUMP POWERED BY FALLING WATER -- Using only the energy supplied by a small waterfall or cascade, the "Foster Hydraulic Ram" can pump water for elevation and storage on farms, ranches, and other sites. Since no additional energy source is needed, the pump costs nothing to operate and is designed to function for years without any maintenance expense. The company notes that a 4-ft (1.2 m) waterfall is sufficient to power the "Ram." Potential agents are invited to inquire. Priced under \$190 f.o.b. WRITE: J.M. Langley, Sales Manager, Akins Manufacturing Company, Inc., Dept. CN, P.O. Box 528, Thomaston, Georgia 30286 U.S.A.

SMALL-SCALE DRILL FOR WATER WELLS -- Where water is essential but difficult or expensive to obtain, the portable "Mini-Drill" offers an easy way to drill wells for installing 2-in (5 cm) casings to depth as great as 200 ft (60 m). The firm says the drill is also effective for core drilling and soil sampling by contractors and engineers. Powered by a three-horsepower gasoline engine, the unit requires only one operator (a simple thumb-controlled throttle gives complete control) although efficient operation is assured by the drill's quality assembly and its tungsten carbide and (optional) diamond core bits. Price: \$1,200. Suggested for farmers and other rural inhabitants. Agents/distributors are wanted. WRITE: George A. Stott, International Marketing Manager, Clayton Mark International Division, Dept. CN, 143 East Main Street, Lake Zurich, Illinois 60047 U.S.A. (See photo 16, page 71)

HIGH-VOLUME SPRAY PUMP FOR AGRICULTURAL USE -- Light enough to be safely mounted on high-clearance sprayer assemblies, the "Hy-Line" spray pump is ideal for manufacturers of agricultural equipment such as sprayers for orchards. It is a three-cylinder, double-action pump capable of spraying 42 gal (159 l) of chemicals per minute at pressures up to 500 lbs/sq in (35.2 kg/sq cm). It operates on only 16 horsepower. Sold for \$1,275, the "Hy-Line" is also adaptable to fire fighting. WRITE: William Fagan, Manager for House Sales, John Blue Company, Dept. CN, P.O. Box 1607, Huntsville, Alabama 35805 U.S.A.

NEW DEVICE CONTROLS INSECTS ON LIVESTOCK -- The "Ranch Hand Insect Control Drum" gives the cattle or horse breeder an economical and time-saving method for effectively controlling insects around livestock, according to this firm. The small drum is filled with granular "fly sugar" and hung around an animal's neck. Its design permits the sugar to change into a syrup which attracts and kills flies, ticks, and lice. After each filling, the drum provides continuous protection for about one year. Price: \$2.50 f.o.b. Fort Worth, Texas. Agents, distributors, and dealers are actively sought. WRITE: Lee Cuny, Director of Marketing, Capricorn Industries, Ltd., Dept. CN, P.O. Box 1373, Shawnee, Oklahoma 74801 U.S.A. (See photo 1, page 67)

INEXPENSIVE AGRICULTURAL WATER SPRINKLERS -- This company offers agricultural water sprinklers which it says are comparable in quality to the world's best known brands yet priced very competitively. Available units include single and double-nozzle designs, full and/or part circle operation. Standard features on all sprinklers: dirt- and sand-resistant bearings; heads, levers, and trip mechanisms made from cast bronze; machined-brass nozzles, bearings, and spindles; stainless steel springs, shafts, screws, arc stops, and associated trim. Price range is \$3-\$20. Distributor inquiries are welcome. WRITE: Lawrence McBride, President, Sneed-McBride International, Inc., Dept. CN, 7515 Greenville Bank Tower, Suite 401, Dallas, Texas 75231 U.S.A.

MODULAR HYDROPONIC GROWING SYSTEM -- Reportedly the world's first modular hydroponic system, this new product offers crop yields as great as 5 to 15 times that of ordinary soil. The self-supporting system is applicable to commercial farm use, the firm states, yet light enough for rooftop use as well. It uses gravel and dissolved nutrients to support denser plant growth than ordinary soil. In addition, its special construction reduces labor, water, and fertilizer requirements. Price: \$20-\$28/linear ft (.3 m). Distributors sought. End-users include farmers, florists, food producers, etc. WRITE: Lindsay Audin, Communications Director, Homeland Industries, Inc., Dept. CN, 95 Evergreen Avenue, Brooklyn, New York 11206 U.S.A. (See photo 11, page 69)

LIGHTWEIGHT CENTER-PIVOT IRRIGATION SYSTEM -- Made from corrosion-resistant aluminum, the "Center Pivot Sprinkler System" is up to 60 percent lighter than comparable steel systems (which minimizes soil compaction) yet it is capable of heavy-duty performance. Suitable for both flat and irregular terrains, the unit can irrigate corners and odd-sized fields. Its low-angle sprinklers are engineered to reduce water loss from wind and evaporation. A one-horsepower electric motor drives each tower. Distributors to sell and service the systems are sought. Price range: \$25,000-\$80,000. WRITE: Joe Gibson, Rainbow Manufacturing Company, Dept. CN, P.O. Box 70, Fitzgerald, Georgia 31750 U.S.A.

AIR AND WATER PURIFICATION & POLLUTION CONTROL



WATER PURIFICATION SYSTEMS -- At sea or on land, the "HRO Water Systems" can produce fresh, drinkable water on a regular basis. These systems, the firm says, will purify and desalinate water from temperatures above freezing to 25 degrees C (77 degrees F) without changing the water temperature. Various models produce 150 gal (570 l) and 300 gal (1,140 l) every 24 hours. Ultra-violet sterilization kills almost 100 percent of all bacteria and other microorganisms. Price range: \$3,000-\$5,000. Agent inquiries invited. WRITE: Ken R. Johnson, Product Manager, Standard Communications Corporation, Dept. CN, P.O. Box 92151, Los Angeles, California 90009 U.S.A.

IMPROVED HOME SEWAGE SYSTEM -- Purifying home sewage and waste water is no problem for the "Multi-flo Household Sewage System" which, according to the manufacturer, produces only a clear, odorless effluent. It can reportedly reduce organic material with 85 percent efficiency through the use of filtration and special aerobic bacteria that digest waste matter. This compares well with the 25-40 percent reduction-efficiency of traditional septic tank systems. Simple to install, quiet and inexpensive to operate, the "Multi-flo" sells from \$1,350 to \$2,000. Suggested for home owners, trailer parks, building contractors. Agent inquiries are invited. WRITE: Don Kolesar, Export Manager, Tait International Ltd., Dept. CN, 500 Webster Street, Dayton, Ohio 45404 U.S.A. (See photo 17, page 71)

ELECTRONIC CONTROL FOR CHLORINE AND PH IN POOLS -- Simplified design, high reliability, and low cost are the selling points listed by this firm for "The Little Gray Box," a fully automatic, electronic control device for regulating the amount of chlorine and pH in swimming pools or water-treatment facilities. It offers solid-state construction, industrial-quality Redox and glass electrodes with polymer bodies, and other features. The firm says the unit saves up to 50 percent on chemicals and maintenance. Models sell from \$465 to \$1,345. Agents sought abroad. WRITE: Jack Steininger, President, Santa Barbara Control Systems, Dept. CN, 126 East Haley Street, #A16, Santa Barbara, California 93101 U.S.A.

PORTABLE WATER-PURIFICATION UNIT -- The manufacturer believes this to be the first completely portable unit for making brackish or polluted water (including seawater) drinkable. Approximately the size of a window air conditioner, the non-polluting "Sweet-Water" system draws no more power than a portable television and can run on wind or solar energy. The operator simply pushes the "On/Off Switch," the firm says, and the unit removes salts, viruses, bacteria, pesticides, and other pollutants from up to 200 gal (760 l) per day. Agents sought. Price is \$4,000. WRITE: Roy M. Dudley, Vice President/Planning, Allied Water Corporation, Dept. CN, Pier 5, South, San Francisco, California 94111 U.S.A. (See photo 6, page 68)

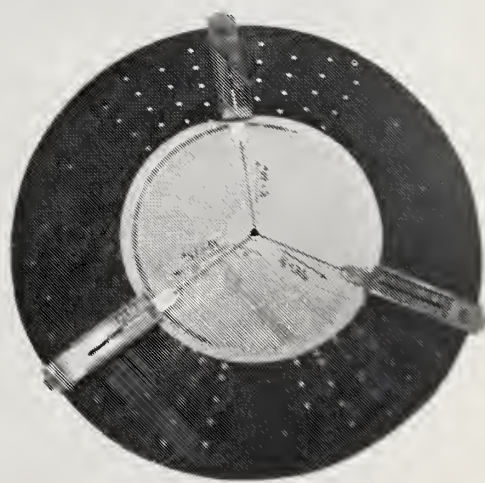
AUDIO — VISUAL **(Including Educational/Training Aids)**

VIDEO-MAGNIFICATION AID FOR THE PARTIALLY SIGHTED -- The "Model 2C" visual aid uses the finest video components, optical equipment, and mechanical hardware to enlarge normal ink print for persons with poor vision. While simple optical magnification devices, according to the company, can cause distortion, this device provides video magnification and sophisticated circuitry



which render clear images with solid contrasts and enhanced resolution. "Negative" images can also be produced. Sold for \$2,000. WRITE: Ron Perry, International Sales Manager, Apollo Lasers, Inc., Dept. CN, 6357 Arizona Circle, Los Angeles, California 90045 U.S.A.

FORCE-RESOLUTION BOARD: AN EDUCATIONAL AID -- The "Force Board" is designed to verify (by the use of vector diagrams) the laws of resolution of forces. The company says the product is ideal for secondary school facilities comparable to U.S. high schools. Engineered to perform as well as more common "force tables," it sells at a significantly reduced price. The unit measures 22 in (55 cm) in diameter, is made from tempered masonite, and rests upon rubber "feet." Simply constructed, the "Force Board" is simple to use. Price



range: \$6-\$12. Agents sought. WRITE: Ernest B. Stewart, Treasurer/Manufacturing Engineer, Morris and Lee, Inc., Dept. CN, 155 Great Arrow, Buffalo, New York 14207 U.S.A.

AUTOMOTIVE

(Including Diagnostic Servicing and Safety Equipment)

SIMPLE GAGE FOR TIRE AIR PRESSURE -- Low air pressure, the most important cause of tire wear, can be monitored at a glance with the "Vis-Air Tire Pressure Indicator." Installed in place of a regular valve cap, the indicator displays a clearly visible green rod when tire pressure is normal; when the rod drops from sight, tire pressure is too low. Since the gage will not leak, the manufacturer notes, it offers a sure way to prevent tire wear and avoid accidents. Each unit is factory-set for trucks, automobiles, bicycles, motorcycles, aircraft, etc. Priced from \$3 to \$7. Agent inquiries welcome. WRITE: Wilson Fahad, President, Spring Air of California, Dept. CN, 9625 Cozycroft Street, Chatsworth, California 91311 U.S.A. (See photo 12, page 70)

BUFFING/POLISHING PAD ATTACHES TO POWER DRILLS -- Made from a 1-in (2.5 cm) thick combination of natural wool and synthetic fiber, the durable "Maxi-Buff" pad easily attaches to standard power drills (1/4, 3/8, and 1/2 in -- 0.6, 1.0, and 1.3 cm). Its polishing surface (5 1/2 in (14 cm) diameter) has rounded contours for precision balance. Even after repeated use, the firm says, the "Maxi-Buff" cleans thoroughly in soap and water, retaining its resilience. Consumers, as well as auto manufacturers and repair shops, are the main end-users. Priced under \$2. Agents wanted. WRITE: Robert J. Clements, Sales Manager, Schlegel Corporation, Dept. CN, P.O. Box 190, Chester, South Carolina 29706 U.S.A.

SAFE EXTERIOR SEAL FOR PUNCTURED TUBELESS TIRES -- "Safety Seal" offers a safe, efficient way to repair punctures (as large as .64 cm in sidewalls .96 cm in usable tread) in bias ply or steel-belted radial tires. The repair is easily made from the outside of the tire, creating a strong seal that is permanently bonded to the tire by the heat of road friction. One kit, selling for \$12.25 f.o.b. Boston, includes 60 repairs, a special applicator tool (with an extra insertion needle), and a lubricant for easing the needle into small punctures. Recommended for service stations, tire repair shops, truck fleets, etc. Distributors are sought abroad. WRITE: Douglas Dunsmore, Export Manager, Safety Seal International, Dept. CN, P.O. Box 568, Peabody, Massachusetts 01960 U.S.A.

RECYCLING SYSTEM FOR STORED DIESEL FUEL -- This is a dual-function system which filters and cleans diesel fuel in storage tanks while blending in diesel engine lubricating oil which would be otherwise wasted. By adding the waste lubricating oil, the "800-0F6" system extends the amount of usable fuel, thus paying for itself within a year or two. At the same time, by filtering water and dirt from fuel, the unit provides cleaner storage tanks and increases ordinary engine efficiency. Agent inquiries are invited. WRITE: Eduardo A. Santiago, Sales Manager, Racor International, Inc., Dept. CN, 1137 Barium Road, Modesto, California 95351 U.S.A.



PNEUMATIC JACK FOR FORKLIFTS, OTHER VEHICLES -- Capable of lifting a 6-ton (5.4 t) vehicle using only 100 lbs/sq in (7 kgs/sq cm) of air pressure, the "Lift-Jak" is said to offer a fast, economical, and safe way to service forklifts and other vehicles. Only 2 3/4 in (7 cm) in its lowered position, the "Lift-Jak" has safety locks every 2 in (5 cm) which will support loads in case of pneumatic failure. It is suggested especially for groups with three or more forklifts since it can raise a forklift from any side. Price: \$698. Agent inquiries welcome. WRITE: W. Thomas Rapp, Vice President, W.A. Rapp & Son Manufacturing Company, Inc., Dept. CN, 2031 South Eastwood Street, Santa Ana, California 92705 U.S.A.

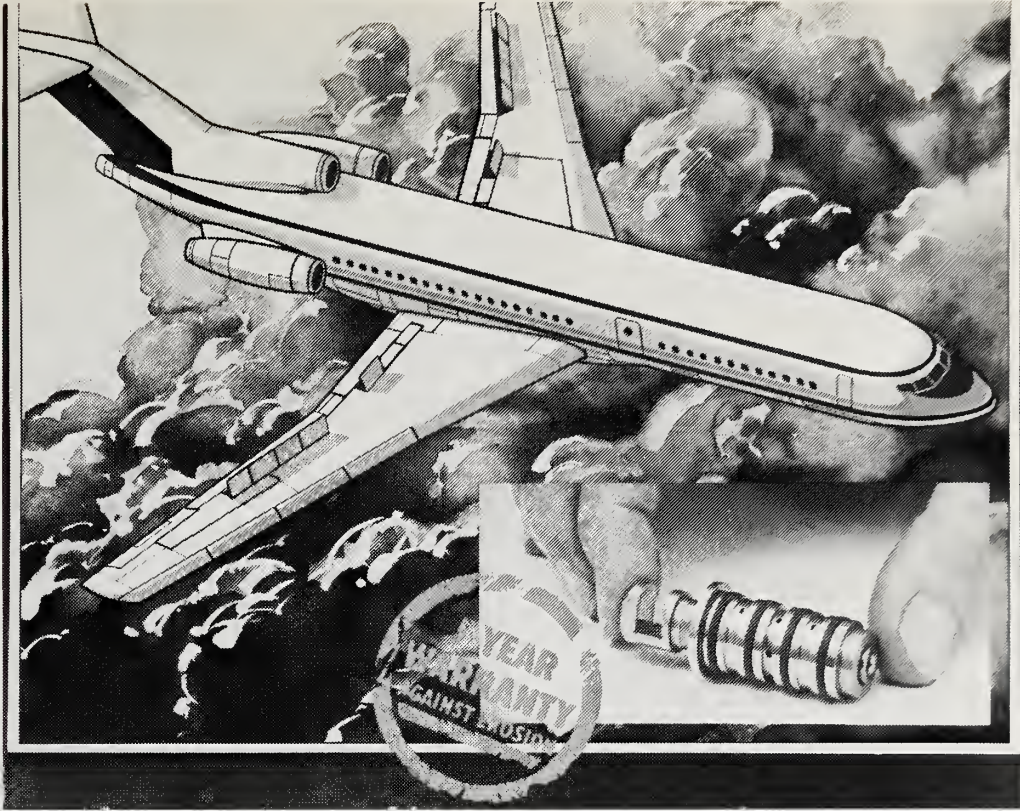
SUPPLEMENTARY CARBURETOR ENHANCES VEHICLE ENGINE EFFICIENCY -- Agents, distributors, and direct sales are sought for the "Condensator Supplementary Carburetor," a new product designed to improve the efficiency of all types of combustion engines (vehicular or stationary). Properly installed inline with the PCV (positive crankcase ventilation) valve, this unit separates heavy hydro-carbons from lighter ones (i.e. gases) in the fuel mixture prior to combustion. The firm says this prolongs engine life, improves engine efficiency, and reduces fuel usage. Priced from \$22 to \$75. WRITE: Dan Cudworth, Jr., President, The Cudworth Company, Dept. CN, 8155 Kaula Drive, Fair Oaks, California 95628 U.S.A.

HIGH-QUALITY MOTORCYCLE FAIRING -- The "Shadow Royale" motorcycle fairing is a heavy-duty steel frame designed to streamline the forward part of a motorcycle and give it a sleek, colorful appearance. Easy to install, this item gives excellent rider comfort and protection, according to the firm, and is available with locking storage compartment doors, built-in turn signals, and other standard features. Options include: lower leg guards, tall windshield, windshields with snap vents, etc. Agent inquiries are welcome. Priced from \$130 to \$160. WRITE: Julie M. Wolfe, Order Processing, Pacifico Inc., Dept. CN, 1625 Southeast Hogan Road, Gresham, Oregon 97030 U.S.A.

FRAMELESS SUNPORT FOR AUTOMOBILES, TRUCKS -- Applicable to all types of enclosed vehicles, the "Sun-Port III" is easily installed on the vehicle's roof with simple hand tools, creating a source of constant, gentle ventilation. It offers a stylish, low profile and a choice of black or polished finish. Features include a tempered and mirrored safety-glass lid (easily removed) which is hinged for easy opening. Locks tightly, producing a weatherproof seal. Suggested for vehicle manufacturers, service groups, and owners. Price: \$85-\$135. Agent, distributor inquiries desired. WRITE: G.G. Ruckh, Manager, Martin R.V. Products, Dept. CN, 16605 East Gale Avenue, City of Industry, California 91745 U.S.A.

SEALING FLUID FOR PNEUMATIC TIRES -- Non-flammable "Tyre-Gard" is specially formulated to seal punctures automatically and prevent rim leaks when inserted into any pneumatic tire. Equally useful for any size vehicle (from bicycles to heavy construction equipment), "Tyre-Gard" also aids tire balance, acts as a tire coolant and lubricant, and extends the service life of the treads. Its ingredients include corrosion inhibitors, thickeners, and anti-freeze liquids to insure mobility, cohesion, and suspension characteristics. The firm seeks overseas distributors for this product which sells from \$35 to \$65. WRITE: Seymour Graff, Chairman of the Board, Tyre-Gard International Ltd., Dept. CN, 505 North Lake Shore Drive, Suite 3509, Chicago, Illinois 60611 U.S.A.

AVIATION



LONG-LIFE VALVES CONTROL EROSION IN AIRCRAFT HYDRAULIC SYSTEMS -- Specifically designed to prevent erosion leakage in aircraft hydraulic valves, the "Long-Life Spoiler Valve" is warranted by the manufacturer for 5 years against internal leakage beyond the amount specified on the product's written warranty. It will reportedly function for six to ten times as long as standard valves. Although the product was engineered for use in Boeing 727 aircraft, it is not limited to that application. Valves are now being prepared for use with other aircraft. Sold for \$395. Agents sought abroad. WRITE: Sal La Monica, Applications Engineer, The Bendix Corporation, Electrodynamics Division, Dept. CN, 11600 Sherman Way, North Hollywood, California 91605 U.S.A.

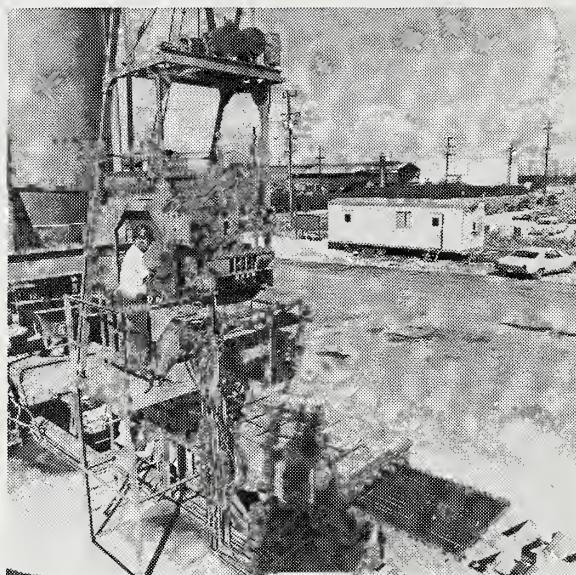
CUSTOM-DESIGNED FIN MATERIAL FOR HEAT-TRANSFER USES -- This company offers fin material for heat-transfer applications such as cold walls, heat exchangers, heat sinks, and filters. The fin stock is available in three basic patterns -- plain, ruffled, and lanced -- which can be custom-designed to almost any configuration needed. Specifications: .072-.680 in (1.83-17.3 mm) height; 17.5 in (444.5 mm) width; unlimited length; 8-30 fins per inch. Made from aluminum, stainless steel, steel, nickel, or copper. Used in aviation, communications, pollution-control, and other areas. Agents wanted. WRITE: Donald H. Baker, Sub-contracts Manager, United Aircraft Products, Dept. CN, P.O. Box 37, Forest, Ohio 45843 U.S.A.

BUILDING, CONSTRUCTION AND MATERIALS HANDLING

PORTABLE BRICK/BLOCK MOLDING MACHINE -- The "Mold Master" is a manually operated machine engineered to produce a variety of masonry products - such as cement brick, cement block, patio stepping stones, concrete fence posts, Mexican-style adobie block and custom castings - any of which can be dyed or colored with numerous colors to produce attractive building units. Using any level, hard surface (including the ground), the "Mold Master" can reportedly produce as many as 3,600 bricks every hour -- enough brick to cover a 1,500 sq-ft (135 sq m) house in a few hours with exceptional savings. Price of this transportable product is \$3,000. Agents sought. WRITE: D. E. Dunlap, Export Director, Methods Manufacturing, Dept. CN, Route 1, Box 879, Cape Girardeau, Missouri 63701 U.S.A.

STATIONARY/PORTABLE PLANT FOR CASTING BUILDING PANELS -- A

rotating master mold box is the central feature of the "Auto-Cast Molding Plant" which can produce concrete building panels with a variety of side and end details. Matching top and bottom finishes are also possible. The firm says the plant will cast approximately 1,000,000 sq ft (90,000 sq m) of paneling annually (based on one 8-hour shift, 5 days per week). This is equivalent to some 600 moderately sized housing units. It also saves on labor and costs. Price: \$1,000,000. Agents/distributors sought. WRITE: William J. Shannon, Vice President, Auto-Cast International, Ltd., Dept. CN, 810 Richards Street, 10th Floor, Honolulu, Hawaii 96813 U.S.A.



HEAVY-DUTY DIAMOND DRILL -- This firm has developed the "Rebar Eater" diamond drill which it says surpasses all other drills in both speed of cutting and endurance. The unit cuts small diameter holes through reinforced concrete in 2 to 3 minutes time. Although one piece of large reinforcing rod can destroy an ordinary diamond bit, the "Rebar Eater" can cut five to twenty pieces of rebar and remain intact. Price is \$50-\$150. Suggested for construction crews, utility companies, etc. Agents/distributors sought. WRITE: Mr. Louis Neos, Export Manager, Drillco Equipment Company, Dept. CN, 33-10 36th Avenue, Long Island City, New York 11106 U.S.A.

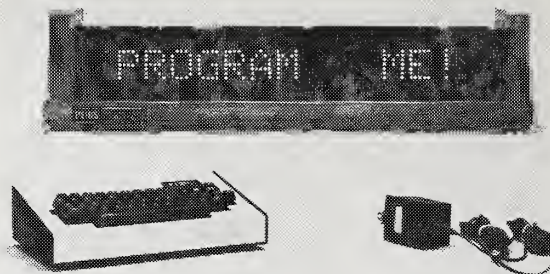
DRILLING RIG FOR INSTALLING HYDRAULIC ELEVATORS -- Though versatile, this unit is ideally suited, according to the firm, for installation of hydraulic direct-action pistons on both passenger and freight elevators or other lift devices. It is designed to handle almost all soil conditions (clay, rubble, quicksand, rock) and to "ride" upon the elevator rails during drilling. Applicable to existing buildings or those under construction, this highly portable unit sells for \$30,000-\$40,000. WRITE: Gary L. Wagner, President, Wagner Drill Rigs, Inc., Dept. CN, P.O. Box 902, Burlington, Iowa 52601 U.S.A.

BUSINESS AND OFFICE EQUIPMENT



SPACE-SAVING RETAIL STORE DISPLAYS -- Retail stores are the main end-users of these display fixtures designed to provide easy customer access to more products per the space available. Constructed of stainless steel to support product weights, these panels are made with holes like ordinary peg-board. The user first mounts them perpendicularly to the store's walls, then fits steel baskets into the holes on both sides of each panel to hold books, magazines, records, etc. in a compact, yet convenient way. Hooks can also be attached for small product items. These neat wall displays sell from \$1,000 to \$2,000. Agent inquiries invited. WRITE: Lester W. Abele, Sales Manager, Swinging Display Company, Dept. CN, 16 1/2 South Sixth Street, Zanesville, Ohio 43701 U.S.A.

COMPUTERIZED "MOVING SIGN" FOR INDOOR USE -- Using a standard typewriter keyboard (included), anyone can program this computerized "moving sign" intended for indoor use. Messages (up to 1,024 characters) travel across the display board in bright L.E.D. (light-emitting diode) letters 2 in (5 cm) tall. This solid-state product offers variable speed-control and a special "BOLD" mode in which letters are thicker for better viewing at a distance. Suggested for retail shops, banks, churches, etc. Price: \$1,000-\$3,000. Agent inquiries welcome. WRITE: R.E. Bahner, President, One-Up, Inc., Dept. CN, 125 East Alton Avenue, Santa Ana, California 92707 U.S.A.



CHEMICAL AND PETROCHEMICAL INDUSTRIES

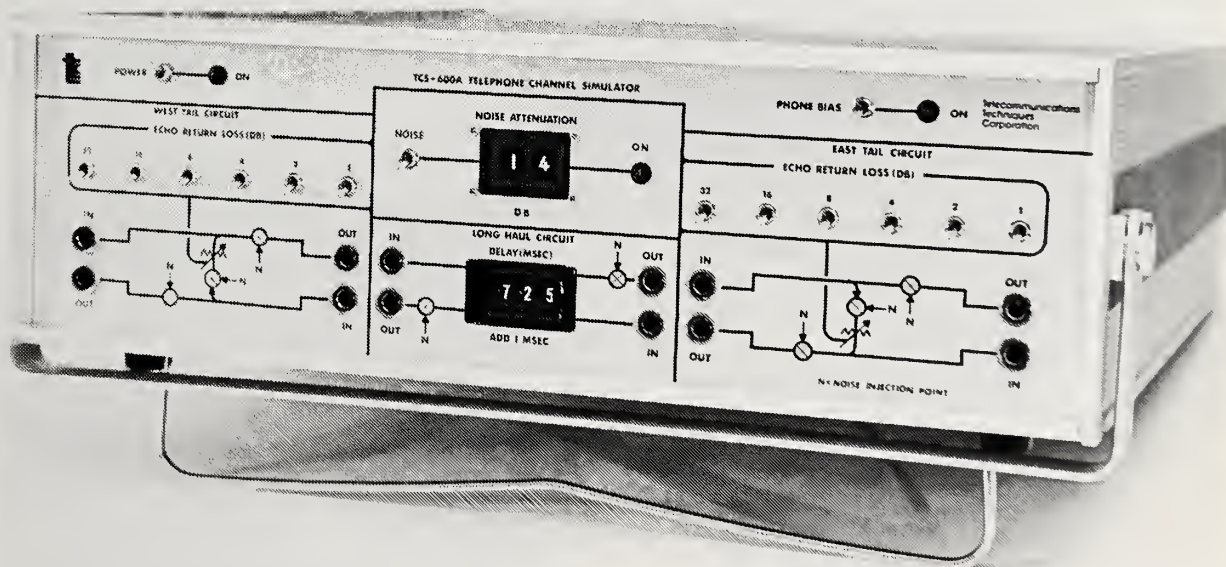
PORTABLE "FLOW PROVER" FOR PETROCHEMICAL INDUSTRY -- This firm introduces the "Ballistic Flow Prover," a new approach to proving or performance-testing of fluid flowmeters in operational lines. This unit's small size and light weight make it portable for field operations. Because of a unique piston-assembly with an internal poppet valve, the "Ballistic Flow Prover" can be permanently installed in an operating line and operated during "proving runs" with minimal disturbance to the flow. It can be used with water, ethane, air, and other liquids and gases. Priced from \$40,000. WRITE: A.L. Marshall, Sales Manager, Flow Technology, Inc., Dept. CN, 4250 East Broadway Road, Phoenix, Arizona 85040 U.S.A.

COMMUNICATION SYSTEMS AND EQUIPMENT

AUTOMATIC RADIO-TELEPHONE LINK FOR REMOTE AREAS -- This firm offers a group of single-channel VHF/UHF radio links which provide direct, automatic connection to normal telephone exchanges for any remote or mobile telephone. In effect, this system extends normal wire-line telephone facilities along a special "radio path." Compatible with all exchanges (public or private, automatic or manual, dial or touch-tone), the system makes possible fully automatic telephone communication to rural areas. Potential users include telephone companies, petrochemical companies, other industrial and government users. Sells for \$4,000. WRITE: Carlos E. Villa, Jr., President, International Telecom Systems, Dept. CN, 1161 Chess Drive, Suites G & H, Foster City, California 94404 U.S.A.

ERROR-RATE TEST SET FOR DIGITAL COMMUNICATIONS RESEARCH -- This is a complete digital communications test set for use in research/development labs concerned with wide-band, high-data-rate digital communications. It has applications in such fields as optical, coaxial, microwave radio, millimeter wave, and satellite communication. The manufacturer says the unit's high speed performance gives it the highest bit-rate of any system designed to measure bit error rates. Error injection and automatic synchronization of data and clock inputs are two of the listed features. Price: \$40,000. Agents are sought. WRITE: John B. Connolly, Vice-President, Tau-Tron, Inc., Dept. CN, 11 Esquire Road, North Billerica, Massachusetts 01862 U.S.A.

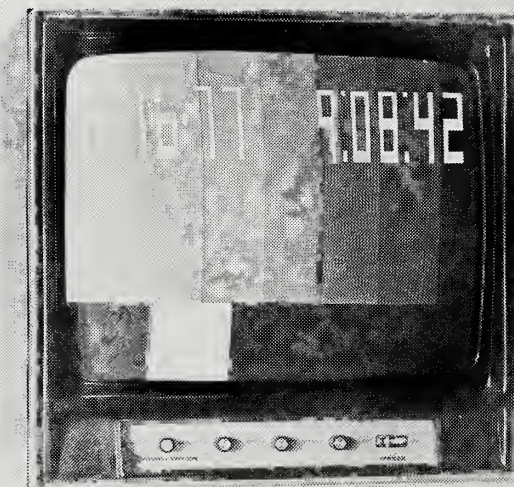
NEW TELEPHONE CIRCUIT SIMULATOR -- The "TCS-600A" is designed to simulate a wide range of voice-frequency transmission parameters typical of both terrestrial and satellite voice communications. It is reportedly the first instrument specifically made to simulate the time delays characteristic of satellite communication. Completely self-contained, the "TCS-600A" is suitable for laboratory, production, or field uses and can eliminate the need for complex testing equipment costing up to \$150,000. It is suggested for telephone companies, research labs, and manufacturers/users of communications equipment. Price range: \$6,000-\$9,000. Agents and/or distributors wanted. WRITE: Joseph A. Sciulli, Director of Marketing, Telecommunications Techniques Corporation, Dept. CN, 112H Frederick Avenue, Rockville, Maryland 20850 U.S.A.





TESTING EQUIPMENT FOR TELEPHONES AND TELEPHONE EQUIPMENT -- The "T-84 Telephone Test Set" offers telephone companies, manufacturers, and repairers the capability for quickly determining whether telephones and related equipment are operational or defective. The test set is self-contained, requiring only ordinary commercial power for operation. The company says the unit works equally well with old or new equipment, rotary or push-button telephones. Agents are sought for this \$3,000 product. WRITE: Charles Young, Manager for International Sales, Seiscor Division, Dept. CN, P.O. Box 1590, Tulsa, Oklahoma 74102 U.S.A.

TELEVISION CLOCK SYSTEM WITH DIGITAL FORMAT -- This firm has developed a "Master Clock System" with a digital display to simplify the task of keeping close watch on television time. The digital display, which can be set to appear at any location on the television screen, offers the date and time (including hour, minute, and second) for use in monitoring broadcast time or maintaining strict security through closed circuit television. A broad variety of system configurations are available for all requirements. The firm is seeking agents abroad. WRITE:



Alfred J. Smilgis, President, QSI Systems, Inc., Dept. CN, 993 Watertown Street, West Newton, Massachusetts 02165 U.S.A.

COMPLETE TEST SET FOR TELEPHONE CABLE SPLICES -- Priced from \$500 to \$600, the "Throwmaster" is a solid-state testing set that combines all test equipment used by cable splicers and telephone maintenance personnel in making "cable throws" and line cuts. Testing can be performed with either a 500-Cycle silent or audible tone. The user is able to verify half taps, monitor the line, and cut it when ready. Splicing is very simple. The user can even locate a line problem (short ground open) for later correction. Agents/distributors are sought. WRITE: Ray Wyskup, President, Industrial Innovations, Inc., Dept. CN, Highway 84 & Juanita Drive, Denison, Texas 75020 U.S.A.

DIGITAL SWITCHING SYSTEM FOR TELEPHONE LINES -- The "DSS-580" switching equipment is now offered for telephone "EPABX" (Electronic Private Automatic Branch Exchange) switching. Its manufacturer says the system incorporates the latest technology using PCM (pulse code modulation) network control and a microprocessor configuration offering program simplicity and increased reliability. Available systems handle from 100 lines to 2,400 lines and 576 trunks. Easy to install and service, these compact systems sell from \$25,000 to \$400,000. Agent inquiries invited. WRITE: W.H. Crawley, Far East Manager, WESCOM, Inc., Dept. CN, Suite 425, Alexander Young Building, Honolulu, Hawaii 96813 U.S.A.



NEW RADIO TRANSCEIVER FEATURES ADAPTABILITY -- According to the firm, this new VHF (very high frequency) two-way radio offers a full 40-watt transmitter and an improved receiver. The unit provides an unusually broad number of options: three

scanner options, four tone options, a public address function, and many others. This allows the user to "customize" the radio to specific requirements. Single and four-channel models are available. Microphone, mounting bracket, and hardware included. Sells from \$450-\$525. Agents desired. WRITE: George A. Lynn, Manager of International Marketing Division, Regency Communications, Inc., Dept. CN, 1227 South Patrick Drive, Satellite Beach, Florida 32937 U.S.A. (Photo)

COMPUTERS AND PERIPHERALS

LOW-COST DATA STORAGE/EDITING SYSTEM -- "FlexiFile 21" is a microprocessor-controlled data storage system using miniature flexible disks. Its solid-state memory provides program storage and control with a built-in self-testing capacity. Also included is a test-editing "software package" adaptable by the user for specific applications. "FlexiFile 21" features dual "RS232" data ports and a current loop interface designed to accommodate a terminal and a data set at independent baud rates. Costs \$1,995. End-users: telephone companies, terminal users, etc. Distributors wanted. WRITE: Ronald K. Johnson, International Sales Manager, Tri-data Corporation, Dept. CN, 800 Maude Avenue, Mountain View, California 94043 U.S.A.

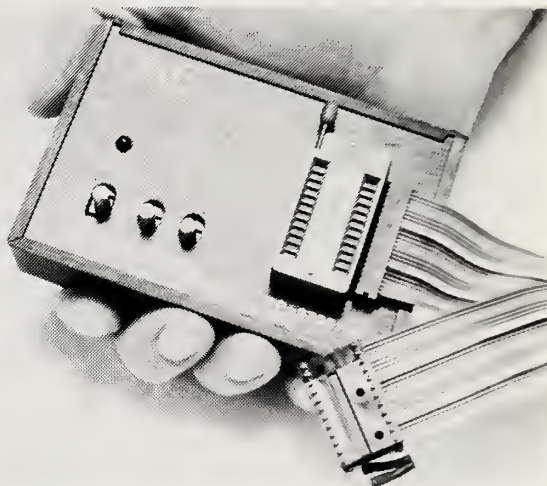


DATA CARTRIDGE OFFERS FOUR TIMES NORMAL DATA CAPACITY -- The "TC-4000" Quarter-Inch Data Cartridge reportedly provides a data storage capacity of 6400 BPI (bits per inch), about four times the capacity of similar cartridges. Durable "Verbatim" tape, formulated and processed for high-density cartridge applications, provides long cartridge life with very low head abrasion. The firm notes that only the finest machined-metal and molded-plastic parts are used. A unique design assures superior tape handling for high-density data-recording. Applications: small computers, word processors, etc. using digital cassettes, diskettes, or magnetic tape cartridges. Approximate price is \$20. WRITE: Donald E. Horn, Manager/International Marketing Support, Information Terminals Corporation, Dept. CN, 323 Soquel Way, Sunnyvale, California 94086 U.S.A.

UNINTERRUPTIBLE POWER SOURCE FOR COMPUTERS -- To keep pace with the latest computers requiring dependable 415 hertz (Hz) power, this firm has produced static "415 Hz Uninterruptible Power Systems" for use in place of conventional rotary equipment (motor generator sets). The systems convert commercially available (50 or 60 Hz) electrical power into 415 Hz power by means of semiconductor devices. Low installation, operation, and maintenance costs, together with high efficiency and quiet operation, are said to make the systems ideal for computer users. Priced from \$35,000. Agents are sought. WRITE: Mark Lyle, International Sales Manager, International Power Machines Corporation, Dept. CN, 3328 Executive Boulevard, Mesquite, Texas 75149 U.S.A.

"PROM" PROGRAMMER UNIT WITH PLUG-IN INTERFACE -- This firm announces a group of inexpensive PROM (Programmable Read Only Memory) programmers designed to interface in less than a minute. No wiring is required: the unit plugs directly into any standard PROM memory socket. A short subroutine transmits data over the address lines to the programmer. All units are assembled, tested, and aligned prior to sale. These "PP-2708/16" and "PP-2716" programmers

sell for \$295. Suggested for computer hobbyists and others. Agent inquiries invited. WRITE: Douglas E. Oliver, President, OAE, Inc., Dept. CN, 676 West Wilson Avenue, Glendale, California 91203 U.S.A.



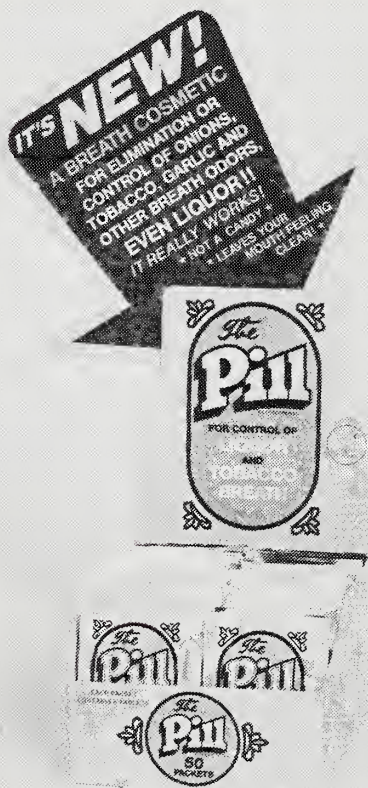
PORTABLE FILES FOR DISKETTES AND MAGNETIC CARDS -- These desk-top (or computer-top) files were designed to provide easy access to flexible disks and magnetic cards. "File One" holds 500 mag cards or 100 disks, while the "File Two" holds 200 cards or 40 disks. Both have removeable compartment dividers which simplify conversion from mag card storage to disk storage. Both feature space-saving "roll tops" which completely protect the contents when closed and, when open, give immediate access to all stored media. This light plastic product sells from \$30 to \$90. Agent inquiries welcome. WRITE: Frederick D. Taylor, Vice President/General Manager, The Morley Company, Dept. CN, 909 Islington Street, Portsmouth, New Hampshire 03801 U.S.A.

KIT CONVERTS "SELECTRIC TYPEWRITERS" INTO COMPUTER PRINTERS -- With this kit, the company announces, a purchaser can convert any office model "IBM Selectric Typewriter" into a printer (compatible with any S-100 bus microcomputer) without affecting its use

as a typewriter. The "Selectric" can alternate as a typewriter or impact-printer as necessary. No metal cutting, drilling, or tapping required for installation. The kit includes an interface card, power source and driver, and mechanical parts and cables for connection to microcomputer. Sells for \$495. Licensees, distributors, and retailers are actively sought. WRITE: John A. Bailey, President, Escon Products, Inc., Dept. CN, 171 Mayhew Way, Suite 204, Pleasant Hill, California 94523 U.S.A.

CONSUMER GOODS

TEN-SECOND COLD-WAX PROCESS FOR REMOVING BODY HAIR -- Unwanted facial or body hair can be quickly and easily removed, this firm states, by using its new "Hair Off" product. It is simple to apply but offers results comparable to the expensive and complicated "hot wax" process currently used worldwide. The special adhesive strips are applied directly to the skin and, within 10 seconds, can be peeled off, removing the hair. The company is seeking importers/distributors to sell in quantity to retail suppliers of cosmetic aids. "Hair Off" sells for about \$2 per package. WRITE: William E. Davidson, President, Davidson International Company, Dept. CN, 2055 Princeton Avenue, Westfield, New Jersey 07090 U.S.A.



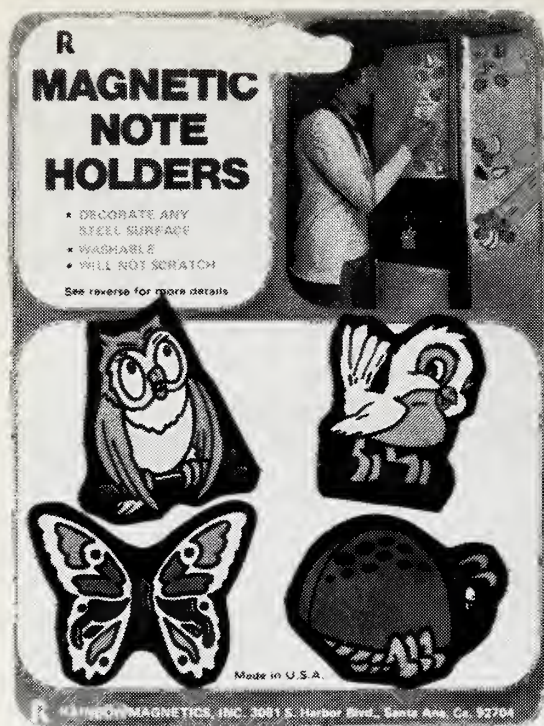
NEW PRODUCT FOR CONTROLLING BREATH ODORS -- The unpleasant breath odors caused by alcohol, tobacco, onions, garlic, and other food items can be effectively controlled, this firm states, by using "The Pill," a new breath "cosmetic." Not a candy, "The Pill" is formulated to eliminate odors (not merely "mask" them) for several hours. Chewed thoroughly and swallowed, it will also control the odors caused by burping after eating. Sells for 33 cents/packet f.o.b. Agents and distributors are wanted abroad. WRITE: Mr. E.I. Njaka, Managing Director, Aims of California, Inc., Dept. CN, 3610 East Century Boulevard, Lynwood, California 90262 U.S.A.

KITCHEN TONGS/CARVING TOOL -- This simple tool consists of a pair of broad tongs used to pick up and serve spaghetti, corn on the cob, baked potatoes, and other foods. It also features 12 slicing grooves which can guide a carving knife to produce fine slices of cooked meats, bread, and the like. Called the "Even Slice Carving Guide and Multi-Purpose Tongs," this kitchen tool gives a cook a secure grip on hot, slippery roasts and can be used for many other purposes. Sells for \$2. The firm is seeking overseas agents. WRITE: Gary Fiene, President, Fiene Manufacturing Company, Dept. CN, P.O. Box 12042, Oakland, California 94604 U.S.A.

CHEMICAL PRODUCT DESTROYS ODORS -- One drop of "Odors Away," according to this company, can eliminate the most stubborn odor for as long as 24 hours. "Odors Away" does not simply mask one odor with another: it chemically neutralizes odor-causing molecules, completely destroying the objectionable smell. Applicable to kitchens, basements, dog houses, nurseries, bathrooms -- anywhere odors occur. The product is available in various sizes (at \$2-\$3/half-ounce (15 g) including non-aerosol liquid pump) which range up to 1 gal (3.8 l) refill sizes. Distributors are sought. WRITE: Arthur Pines, Dept. CN, 175 East Delaware Place, Suite 5016, Chicago, Illinois 60611 U.S.A.

TELEVISION MAGNIFICATION SYSTEM -- By simply installing a portable television set (black/white or color) into the "Video Master Television Projection System," home owners can create TV pictures twelve times the size of the original. "Video Master" includes a precision lense system, which is easy to use, and a "foldaway" projection screen of high quality. With it, the same TV set can serve as a small portable or giant-screen system. This product is also recommended for schools, hotels, clubs, bars, and other public locations. The firm is seeking distributors abroad. Available with or without TV set, the unit sells from \$295 to \$995. WRITE: Carla V. Yland, Operations Manager, Video City, Dept. CN, 2800 South Main Street, Unit D, Santa Ana, California 92707 U.S.A.

REPAIR KIT FOR TORN VINYL, OTHER FABRICS -- This firm introduces its "Vinylife" kit for repairing damage to vinyl, naugahyde, and similar synthetic fabrics (or car seats and tops, furniture, etc.) Simple to use, the product requires no special skill or equipment for application. It creates an inexpensive, cold-cure repair that automatically dries under normal air conditions. Kits are available for fabrics of white, black, tan, red, yellow, and blue. (Other colors can be obtained by mixing the repair compounds.) Agent inquiries requested. Sells for \$8.50. WRITE: James J. Livingston, President, Vinylife, Inc., Dept. CN, 2628 Pearl Road, Medina, Ohio 44256 U.S.A.



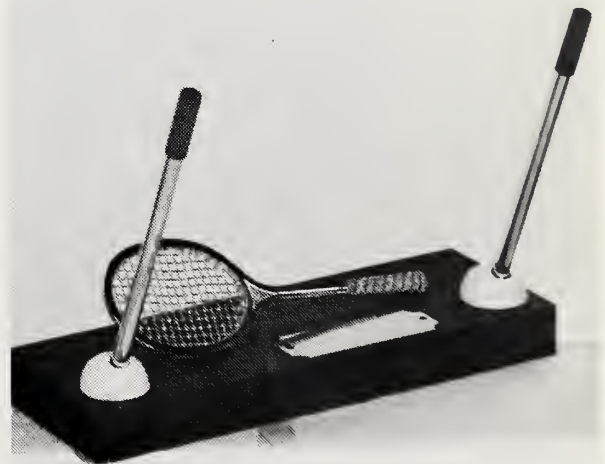
MAGNETIC NOTE HOLDERS FOR REFRIGERATORS, ETC. -- This manufacturer of magnetic, vinyl note-holders wishes to establish agents/distributors in foreign markets. The main use of these flexible magnetic products is to provide an attractive way of attaching notes to refrigerators. Stronger than conventional magnetic note-holders, each item constitutes a single permanent, washable magnet which will not scratch surfaces to which it adheres. Various designs (including custom-made) are available. Sell for under 35 cents each. WRITE: Gordon S.F. Bowley, President, Rainbow Magnetics, Inc., Dept. CN, 3081 S. Harbor Boulevard, Santa Ana, California 92704 U.S.A.

WATER-FILLED "INNER SOLES" FOR SHOES -- Distributors are sought for "Happy Soles," water-filled cushions which are placed inside shoes to cushion and protect the feet. Designed for people who must stand or walk for long periods of time (mailmen, assembly line workers, athletes, sportsmen, etc.), "Happy Soles" offer many advantages. As listed by the firm, this product will: absorb shock and help to distribute weight evenly; give feet a gentle, stimulating massage; cushion calluses and sore areas; help arch and muscle support. Retails for \$5. WRITE: Alexander Fazio, President, American Enterprises, Inc., Dept. CN, 303 South Craig Street, Pittsburgh, Pennsylvania 15213 U.S.A.



HAND-OPERATED, ALL-STONE FLOUR MILL -- This product is intended for people who process their own grains, including health-conscious individuals and those engaged in programs of food storage in preparation for possible disasters. Its adjustable texture-control enables the "Hi-Life Stone Hand Mill" to grind grains, peas, or beans to textures ranging from flour to coarse-cracked meal. Normal output is listed as 200 g/minute (7 oz) of flour or 1,000 g/minute (35 oz) of coarse meal. Optional kits convert the mill for motor or bicycle drive-systems. Sells for \$49. Agents and distributors are wanted. WRITE: Thomas Day, President, Temco Products, Inc., Dept. CN, 564 West 800 South, Bountiful, Utah 84010 U.S.A.

DESK-TOP PEN SETS WITH GOLF, TENNIS MOTIFS -- Sports enthusiasts are sure to enjoy these desk-top pen sets decorated with golf and tennis designs. The golf unit features two pens (red and black ink) and pen-holders disguised as putters. The tennis unit provides two "tennis balls" as the pen-holders and a tennis racket as the center decoration. Both sets offer solid walnut bases with felt bottoms. The pens are made of polished brass and are refillable. Also included is a solid brass plate suitable for engraving. Retail for \$20. Agents wanted. WRITE: Joseph Leibowitz, President, Gresco Export Corporation, Dept. CN, 130 West 17th Street, New York, New York 10011 U.S.A.



COLORFUL SCREEN-PRINTED T-SHIRTS -- This firm seeks distributors, agents, and licensees for a colorful series of T-shirts screen-printed with unique "puff ink" designs. Available in children's and small ladies' sizes, these products feature attractive "Zodiac" designs (all twelve astrological signs) and "Universe" patterns such as the planet Saturn, the Milky Way, and other stellar objects. The shirts, which are half cotton/half polyester, can be ordered in a variety of colors. Price is \$3-\$4. WRITE: A.M. Hochstadt, General Manager, Young Industries, Inc., Dept. CN, 1088 East 31st Street, Hialeah, Florida 33013 U.S.A.

NEW BLADE CONVERTS POWER EDGERS INTO POWER HOES -- The especially engineered "Trim and Hoe" blade will convert most gasoline-powered edgers into "power hoes" capable of clearing unwanted grass from around flower beds, shrubs, tree trunks, and gardens. It cuts neat "paths" (1 5/8 in, or 4 cm wide) and can be safely used around concrete or other hard surfaces. Capable of fitting both right-hand and left-hand edging machines, this self-sharpening blade measures 8 1/4 in (21 cm) long. Sells for approximately \$6. Agent inquiries are welcome. WRITE: E.C. Carlson, President, T & H Manufacturing Company, Dept. CN, P.O. Box 719, 3905 Pear Street, Pearland, Texas 77581 U.S.A.



NOVELTY ITEM "FERTILIZER" FROM MOOSE MANURE -- Intended as a humorous novelty gift or conversation piece, "Moose Manure from Alaska" is described by this firm as a clean, odorless, wholly organic fertilizer which can be used on plants or left in its plastic bag for amusement. An imaginative, humorous booklet is also included to provide "background" on this unusual product. The firm is seeking agents and distributors abroad. Product sells for approximately \$1.30 per package. WRITE: Keith Iverson, President, Mooseltoe Inc., Dept. CN, 13105 Southwest Heather Court, Beaverton, Oregon 97005 U.S.A.

MOIST TOWELETTES REMOVE TAR, GREASE, PAINT, ETC. -- "Tar-Off Towelettes" are large, convenient towelettes saturated with a non-caustic, pleasantly scented solvent. According to the firm, they easily remove tar, grease, oil, and paint stains from hands or feet. Measuring 14 x 20 cm (5.6 x 8.0 in), "Tar-Offs" are hermetically sealed in foil packets and packaged 10 per box, 48 boxes per case. Retail price is \$1.25/box. Suggested for drugstores, hotels (near beaches), hardware stores, and others. The



firm is seeking distributors and agents. WRITE: Tom McCullagh, Regional Sales Manager, Tar-Off Distributors, Inc., Dept. CN, 1655 Palm Beach Lakes Boulevard, West Palm Beach, Florida 33401 U.S.A.

LOW-COST PROFESSIONAL SCISSORS FOR BARBERS -- Barbers and hair-stylists are the listed end-users of "Comfort Grip Scissors." A new manufacturing method, according to the firm, gives the scissors professional quality at a modest price. The products are made from fine "440-A Stainless Steel" and are ice-tempered. They feature one corrugated blade and comfortable finger rings dipped in colorful vinyl. Priced at \$45/dozen. The firm seeks agents, distributors, and wholesalers abroad. WRITE: Dick Elkins, President, Fromm Industries, Inc., Dept. CN, 8040 Ridgeway Avenue, Skokie, Illinois 60076 U.S.A.

NOVELTY GIFT ITEM: A PLANT IN A TEST TUBE -- An attractive and novel gift item, this "Test Tube Babe" is a live green plant designed to grow in a transparent test tube without soil, watering, or fertilizer. The "Test Tube Babe" will grow safely in its sterile environment for up to 9 months without care from its owner. Because the plant requires no soil, its growth in the transparent tube is always visible. Once the plant is well rooted, it can be transplanted to a normal pot. Six types of plants are available. Priced at \$3. Agent inquiries are invited. WRITE: Neville Cohen, President, Nevco International, Inc., Dept. CN, P.O. Box 1448, New Haven, Connecticut 06506 U.S.A.



ENERGY: Solar

NEW CONCEPT IN HEAT-INSULATED PIPING -- "Insulpipe" is used to transfer any hot or cold liquid (in plumbing systems, solar and other heating/cooling systems, etc.) while maintaining the proper fluid temperatures. Its unique design reduces installation costs by eliminating material waste and the need for additional fittings. The pipe is made from standard copper tubing, insulated in a polyurethane foam and enclosed in a polyethylene or metal

jacket. Available in any diameter and manufactured to the user's specifications. Sells for \$30-\$40. Dealer and distributor inquiries welcome. WRITE: Eugene Barkocy, President, Solartronics Corporation, Dept. CN, 31 Route 10 East, Randolph, New Jersey 07801 U.S.A.

SOLAR PANEL POWERS ATTIC VENTILATION FAN -- Converting sunlight into electrical energy, this "Solar Panel and Fan" provides a direct way to ventilate attics when it is most needed -- when the sun is shining. Simple to install, the fan has a 12-in (30.5 cm) blade and is capable of moving nearly 1,000 cu ft (27 cu m) of air each minute. An excellent means, the firm notes, to lower electrical expenses, this system can also be used to power a ceiling fan or to charge 12-volt batteries. Price range is \$339-\$480. Agents or distributors wanted. WRITE: Erwin Schreibman, Vice President/Sales, William Lamb & Company, Dept. CN, 7116 Laurel Canyon, North Hollywood, California 91605 U.S.A.

ENERGY: Electric and Other (Machinery & Equipment for Production and Distribution)

IMPROVED SECONDARY POWER PEDESTALS -- These new "Secondary Power Pedestals" are engineered for use by electric utility companies, government agencies, and building contractors. They are made from "Powerglass," a type of fiberglass formulated to be flame-retardant, maintenance-free, corrosion-proof, and ultraviolet-light stabilized. Each rugged pedestal features a completely removeable upper section for easy access to conductor terminals. Impact-resistant and rust-free, these products are priced from \$46 to \$70. Agents sought. WRITE: William Bright, President, Western Power Products, Inc., Dept. CN, 900 Portway Avenue, Hood River, Oregon 97031 U.S.A.

ELECTRONIC FILTER FOR ELECTRICAL SIGNALS -- The "Power Protector System" is an electronic filter that reduces imperfections in electrical signals (50 or 60 cycle/second) thus increasing the efficiency of electrical systems and reducing electrical equipment failure. It is easily installed by an electrician on most electrical panels and motors without affecting the user's business. There are several models for various electrical requirements. Price: \$140-\$450. Distributors desired. WRITE: Martin L. Ludwig, President, Energy Management EHMC, Inc., Dept. CN, 22 Muller Road, Oakland, New Jersey 07436 U.S.A.

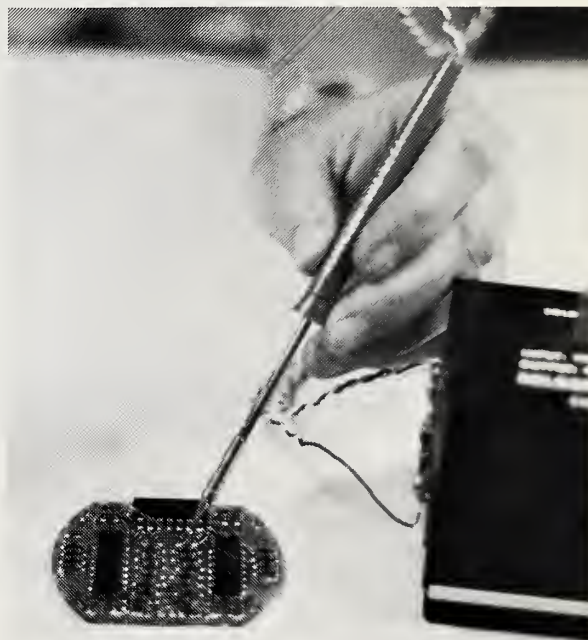
ELECTRONIC COMPONENTS

CMOS GATE ARRAYS FOR CUSTOMIZING INTEGRATED CIRCUITS -- Available in four sizes (100-400 gates), "Monochips," a group of CMOS (Complimentary Metal Oxide Semiconductor) gate arrays, are pre-designed and preprocessed circuit elements used to create custom integrated circuits (IC). The firm says that use of "Monochips" can reduce the customer's board space by up to 80 percent and also lower production costs. "Monochips" are also reliable since

each is a monolithic IC in a hermetically sealed ceramic package. For use in communication equipment, aircraft stabilizers, toys, etc. Price: \$2-\$62. Agents wanted. WRITE: George A. Stephan, Vice President for Marketing, Interdesign, Inc., Dept. CN, 1255 Peamwood Avenue, Sunnyvale, California 94086 U.S.A.

ELECTRONIC INDUSTRY PRODUCTION AND TEST EQUIPMENT

MINIATURE SOLDERING IRON -- Designed for precision soldering of extremely small equipment, these pencil-sized soldering irons are ideal for work on sensitive printed circuit boards and other closely grouped components which must be shielded from high temperatures. Their small size and light weight are said to minimize operator fatigue and costly production errors in tight work areas, while a unique heating element isolates more heat at the soldering tip than conventional designs. Available temperature ranges: 500 to 700 degrees F (260-370 degrees C). End-users include manufacturers of electronics equipment and costume jewelry. Sells for \$21.



Agents sought. WRITE: Leslie J. Russick, Secretary/Treasurer, SolderGem Inc., Dept. CN, 9436 Irondale Avenue, Chatsworth, California 91311 U.S.A.

ANALYZER-SYSTEM FOR MICROPROCESSOR-BASED EQUIPMENT -- According to this firm, the "MicroSystem Analyzer" is the first low-cost instrument designed for laboratory development, production testing, and field servicing of a wide variety of microprocessor-based products. It is a convenient, inexpensive tool for isolating system and subsystem faults during product development. Another typical use is in making economical "depot repairs" of microprocessor products. In conjunction with functional diagnostics, the firm notes, the system's operating procedure is quickly mastered by service technicians. Price range: \$2,400-\$3,300. Agents sought. WRITE: Martin J. Weisberg, Marketing Director, Millennium Systems, Dept. CN, 19020 Pruneridge Avenue, Cupertino, California 95014 U.S.A.

AMMETER WORKS WITHOUT CIRCUIT BREAKS -- This handheld instrument, according to the manufacturer, provides digital readouts of electrical amperage from 1 to 800 amps yet costs only a fifth as much as many comparable units. The "Digital DC Ammeter" is designed to check all DC currents--including SCR (silicon controlled rectifier) circuits--without cutting wires or otherwise breaking the circuit. It is simply clamped around the current-carrying conductor: the tongs are separate from the digital readout for use in areas which are hard to reach. Sells from \$160 to \$295. Agent inquiries invited. WRITE: Michael A. Huber, General Manager, Pacer Industries, Inc., Dept. CN, 704 East Grand Avenue, Chippewa Falls, Wisconsin 54729 U.S.A.

FOOD PROCESSING AND PACKAGING MACHINERY AND EQUIPMENT

CENTERING DEVICE FOR BOTTLE-FILLING MACHINES -- Any bottling plant concerned with glass breakage in its bottle-filling machines should consider the "Hartness Positive Center Device." According to this firm, damage to bottles and machinery caused by contact between vent tubes and bottles is virtually eliminated. These stainless steel devices are effective for all bottle sizes and, at present, for all American-made or licensed fillers. The firm seeks contacts with producers of soft drinks, wine, food products, etc., or potential agents/distributors. Sold for \$110/valve. WRITE: Bernard McPheely, Hartness International, Inc., Dept. CN, P.O. Box 4667, Park Place, Greenville, South Carolina 29608 U.S.A. (See photo 15, page 71)

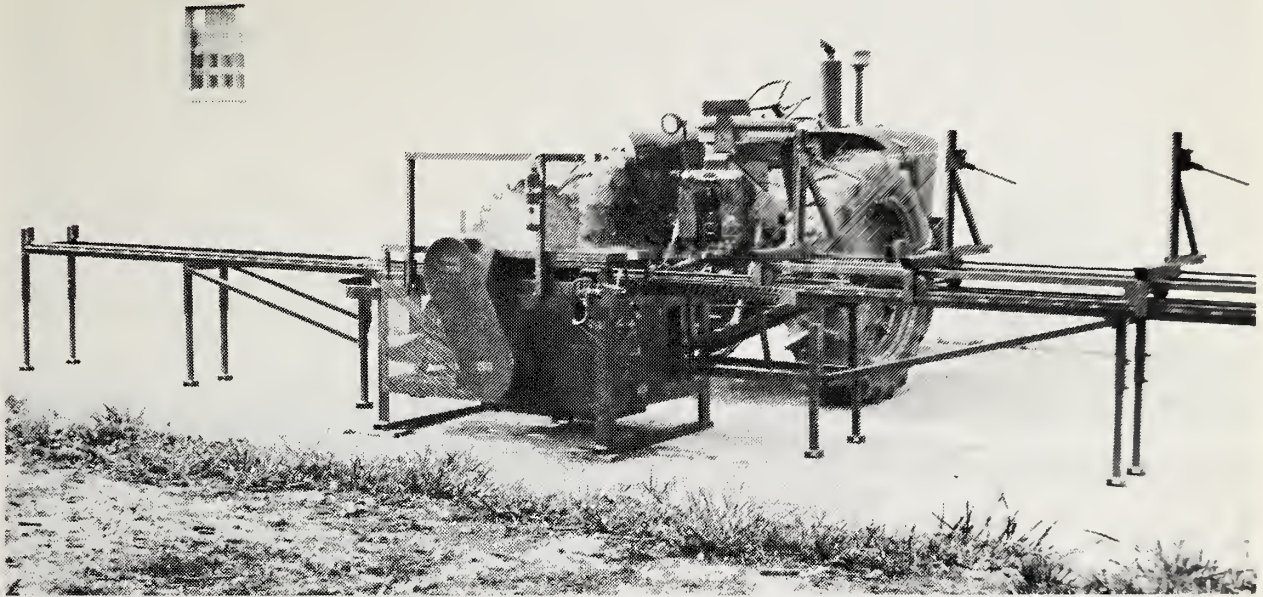
SOPHISTICATED MEAT-CUTTING EQUIPMENT -- Meat processors are referred to the "Unicom 1000," a processing system which reportedly achieves any degree of cutting fineness with only one cutter head. The cutter uses the finest high-strength stainless steel which is heat-treated and ground for long service life. Capable of processing up to 4,000 lbs (1,800 kgs) of meat per hour, the unit can cut and blend coarse and fine products without machine "down time." Precise cutting fineness is dialed in by the operator. Priced under \$27,000. Agents desired. WRITE: Walter V. Applegate, Vice President, Ross Industries, Inc., Dept. CN, Route 610, Midland, Virginia 22728 U.S.A.

FORESTRY

(Including Pulp, Paper and Woodworking)

BRIGHTLY COLORED INKS FOR MARKING TREES -- Intended for lumber and pulp wood producers, forest managers, and others, "TRECODER Marking Inks" are bright, long-lasting products used to mark trees for cutting and identification, marking boundary lines, etc. These are not paints. Because they are virtually non-settling, the firm notes, the inks are easy to apply and will not plug "spot gun" applicators. Three grades are available: "Temporary" for up to 1 year's marking life, "Regular" for 2 years or

more, and "Super" for 3 years and up. Seven standard colors are offered. WRITE: Robert S. Sweet, President, American Coding and Marking Ink Company, Dept. CN, 1220 North Avenue, Plainfield, New Jersey 07062 U.S.A.



PORTABLE SAWMILL -- The "Utilizer 1" is a truly portable sawmill, transported and powered by an ordinary agricultural tractor, yet it offers the hydraulic drive and safety features of a "professional" stationary sawmill. Designed for two operators, it includes a 36-in (91 cm) circular saw-blade with insert teeth for sawing logs of up to 20 in (51 cm) diameter and over 16 ft (4.8 m) long. Features safe, fast, accurate control of log carriage. End-users: lumber dealers, farmers, etc. Price: \$8,000-\$10,000. Distributors sought. WRITE: Pierre Gonthier, Export Manager, Dalton, Cooper, and Gates Corporation, Dept. CN, 205 West 34th Street, New York, New York 10001 U.S.A.

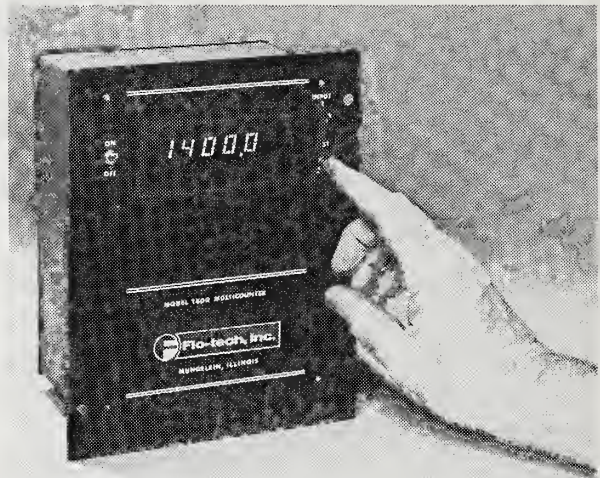
SAWMILL ATTACHMENT MINIMIZES CUTTING WASTE -- This firm has developed the "Autoset Attachment" which it says improves sawmill operations by reducing the amount of wood wasted through poor cuts. Two models are available. The "Autoset No. 1" uses a "curtain of light" to calculate a log's length and taper on the carriage, and then set the saw equipment for the best cutting pattern. The "Autoset No. 32" uses a laser-guided system to automatically determine the best cutting pattern. Suitable for both new and existing equipment, these systems increase recovery by as much as 10 percent. Sold for \$20,000-\$60,000. WRITE: Dave Willcox, Albany International, Inc., Dept. CN, P.O. Box 788, Albany, Oregon 97321 U.S.A. (See photo 14, page 70)

GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT (Including Process Controls)

ELECTRONIC MARKING SYSTEM FOR UNDERGROUND UTILITIES -- The "Electronic Marker System (EMS)" consists of: 1) inexpensive, passive "Markers" which are buried over subsurface utilities (i.e. connections, valves, repairs, etc. on gas mains, water pipes, electrical wires, and so on); and 2) a "Test Set" which can quickly and easily locate these markers at a later date. The system is reportedly accurate to within a few centimeters. Markers are available with five distinct frequencies (used for telephone, electrical power, water, gas, and sanitary utilities). The Test Set sells for \$557, Markers for about \$6 each. The firm seeks distributors abroad. WRITE: Douglas R. Connally, Marketing Manager, Automation Products Company, Dept. CN, P.O. Box 9429, Austin, Texas 78766 U.S.A.

DIGITAL-READOUT UNITS FOR HYDRAULIC TEST EQUIPMENT --

"Series 1400" counters are designed primarily as digital readouts for this manufacturer's line of turbine flow meters, tachometer sensors, and magnetic transducers (used in hydraulic test stand applications.) They provide high intensity LED (light-emitting diode) readouts of liquid flow or rotary motion in any engineering terms from frequency-type inputs. For production, laboratory, or field service, the counters (\$500-\$800) are available with two to eight channels. Distributors needed. WRITE: A.C. Thomas, Sales Manager, Flo-tech, Inc., Dept. CN, 403 South Washington Boulevard, Mundelein, Illinois 60060 U.S.A.



TURBINE FLOWMETER FOR STEAM -- This company's turbine meter probes offer a significant technological advance which allows them to be used for any type of steam flow application. Because of a unique delta-bearing and "Fly Weight" rotor, these units are said to provide unequalled performance and cost advantages as compared to similar products. The meter probes are unusual in that a single unit can be economically installed in steam lines (2-40 in (5-100 cm) diameter) without disrupting service. Priced at \$1,500. Agents are sought abroad. WRITE: Jerry Rusnak, Vice President, Engineering Measurements Company, Dept. CN, P.O. Box 346, Boulder, Colorado 80302 U.S.A.

IMPROVED HAND-HELD CUTTING TOOL FOR PIPES, METAL SHEET, ETC. -- The hand-held "LeverSnip" cutting tools have special offset blades engineered to allow cut materials to flow unobstructedly past the blades and the operator's hands without distortion. Exceptional maneuverability is possible, according to the firm, when cutting holes, patterns, or "flush" cuts in pipes, ducts, or metal sheet. "LeverSnips" also work with formica, floor tile, carpet, or baseboards. Lists at \$13. Possible users include electricians, plumbers, builders, automotive repair shops, and others. Agents are actively sought. WRITE: Arnie Pfannenstien, Sales Coordinator, Leverage Tools, Inc., Dept. CN, P.O. Box 68, Glenvil, Nebraska 68941 U.S.A.

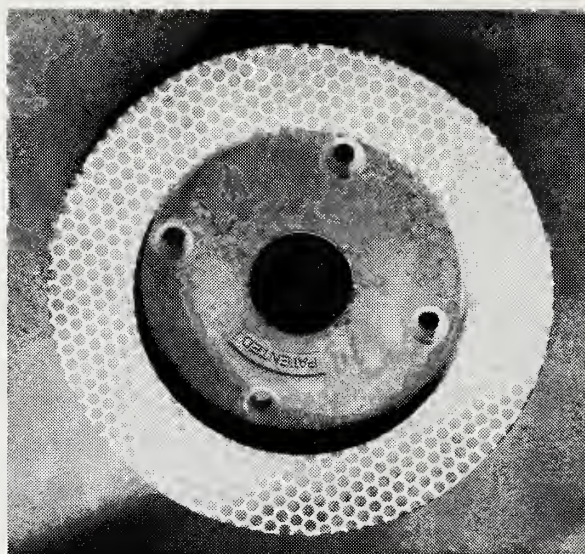
SELF-PRIMING CENTRIFUGAL PUMPS -- Designed for many uses (agricultural, industrial, marine, mining, etc.), these self-priming centrifugal pumps are made from polyester reinforced with fiberglass (30 percent). The thermoplastic construction offers lightweight portability without loss of durability, corrosion resistance, or easy maintenance. Several suction and discharge sizes are available and a number of power options are featured (gasoline or diesel engines; electric, hydraulic, or pneumatic motors; pedestal-mounting for direct coupling to any power source.) Stocking distributors are sought. Price: \$230-\$1,100. WRITE: C. Alan Hill, Export Manager, Marland Pumps, Inc., Dept. CN, P.O. Box 338, Leola, Pennsylvania 17540 U.S.A.

SCRATCH-REMOVER AND POLISH FOR PLASTICS -- This firm seeks distributors, agents, etc. for its "Formula PF-1542" and "Formula PF-1940," two related products intended for the care of polycarbonates, fiberglass, and all other plastic surfaces. The first is a scratch-remover effective on superficial scratches and abrasions. The second is a polish which produces a clear, bright, protective finish. The firm says it also helps to preserve rubber and polishes chrome or aluminum. Non-toxic, non-flammable, the products apply to many industries (plastics, vehicles, computers, restaurants, etc.) WRITE: Rick Maggi, Director of Sales and Marketing, Eckardt Laboratories, Dept. CN, 691 North Main Street, Orange, California 92668 U.S.A.

BATTERY-POWERED HAND TRUCK CLIMBS STAIRS -- The "Lectro Truck" provides a way to move heavy items with a minimum of personnel (one or two operators) and maximum safety. Using the truck's power pack (a standard 12-volt battery), one person can reportedly move loads as great as 1,500 lbs (675 kgs) up or down a flight of stairs with complete safety and in as little as 2 minutes. The "Lectro Truck" also serves as a powered tailgate for motor vehicles. Ideal for moving office equipment, vending machines, bottled gas, many other items. Sells from \$550 to \$675. Agents sought. WRITE: Jose M. Lopez, President, Imex Trading Services, Inc., Dept. CN, Graybar Building, 420 Lexington Avenue, New York, New York 10017 U.S.A.

WASHING/DEGREASING EQUIPMENT FOR MACHINE PARTS -- Intended for automotive repair shops, truck garages, industrial assembly lines, and similar operations, these "Parts Washer/Degreaser" units continually filter and recirculate a petroleum-based solvent for effective cleaning of machine parts. A plastic liner is used in the unit's base tank to simplify removal of any sludge that settles: the liner is simply lifted out to clean the tank and prepare it again for use. Priced from \$350 to \$400 for various sizes. Agent inquiries are welcome. WRITE: John J. Stollenwerk, President, C.I.P.I. Ltd., Dept. CN, P.O. Box 13273, Milwaukee, Wisconsin 53213 U.S.A.

DIAMOND GRINDING-WHEEL FOR SHARPENING TOOLS -- "Dyclad" grinding-wheels are diamond-plated implements used in industrial machine shops to sharpen tools made from carbide and other materials. The company states that its unique manufacturing process provides a grinding wheel capable of treating tools faster and without heavy grinding pressure or heat. Available in three abrasive textures, these bench-top wheels measure 6 in (152.4 mm) in diameter with an abrasive face 1 in (25.4 mm) wide. Retails for \$70. Distributors/agents sought. WRITE: Tom Conlon, Manager/International Sales, Elgin Diamond Products Company, Dept. CN, P.O. Box 925, Elgin, Illinois 60120 U.S.A.



INDUSTRIAL SWEEPER UNIT ATTACHES TO FORKLIFTS -- The "MacSweep" industrial rotary sweeper, which attaches to any forklift, will pick up dirt, nails, metal chips, glass, paint can lids, and other scrap at a rate of 2-4 acres (0.8-1.6 ha) per hour, according to this company. The operator can sweep, transport rubbish, raise the sweeper, and dump its contents without leaving the driver's seat. A special vacuum and filter system controls dust. Two models are available: a completely electric unit with its own battery power system, and a model which is operated by the forklift's hydraulic system. Suggested for industrial plants, warehouses, airports, etc. Price range is \$2,300-\$3,900. The firm seeks worldwide distributors. WRITE: Charles Burke, Vice President for Sales, MacSweep, Inc., Dept. CN, 8043 East Rosecrans Avenue, Paramount, California 90723 U.S.A.

(Product/photo was published in September/October '78 issue, page 29. Incorrect price was listed.)

TEMPERATURE ALARM FOR REFRIGERATION SYSTEMS -- Engineered as a refrigeration accessory, the "Temp-Alert" automatically sounds an alarm when monitored temperatures rise above or fall below preset points. The manufacturer believes it to be the first system of its kind that can be "customized" to exact requirements without using special calibration equipment. Auxillary power units (for power failures) are available. Cost is \$35-\$400. Applications in restaurants, warehouses, food processing sites, medical facilities, etc. Distributors are wanted. WRITE: E.J. Brueggemann, Vice President/Marketing, Lectrol, Inc., Dept. CN, P.O. Box 38, Morrison, Colorado 80465 U.S.A.

HEALTHCARE INDUSTRIES

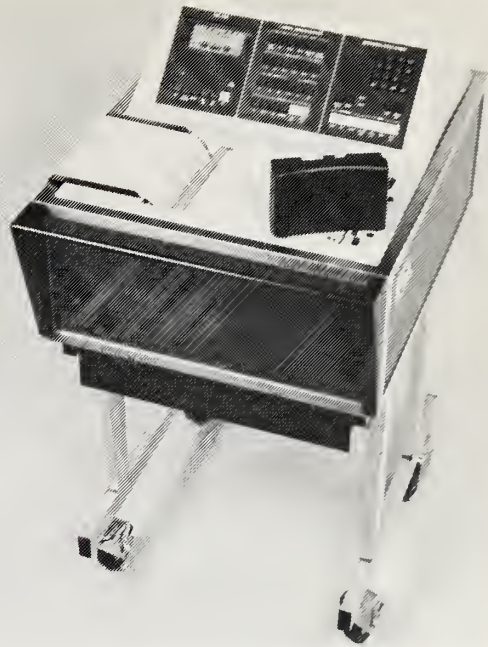
EMERGENCY OXYGEN EQUIPMENT -- This firm has reportedly produced the most lightweight, yet durable, portable resuscitators available. Their modular design features internationally standardized Medical D cylinders, parts, and fittings. Using the best regulators, the units dispense pure oxygen and exceed standards for Cardio-Pulmonary Resuscitation. Available in single or dual bottle units, with choice of demand valve resuscitation or positive pressure resuscitator/inhalator. Unique mounting brackets assure secure installation in ambulances, jeeps, fire trucks, helicopters, etc. Price: \$155-\$492. Distributors sought. WRITE: Thomas M. Durhan, United Oxygen Inc., Export Department, Dept. CN, 4919 S.W. 7th, Oklahoma City, Oklahoma 73128 U.S.A.

FLAVORED DENTAL FLOSS -- Both children and adults, according to this company, will be encouraged to floss regularly by "Flav-R-Flos" dental floss. This unusual product is attractively flavored (peppermint, wintergreen, spearmint, and cinnamon are now available) to make flossing more enjoyable. The firm notes that flossing is generally recommended by dentists for dental care. "Flav-R-Flos" contains no sugar and is unwaxed. Agents and distributors are sought for this item which sells for 70 cents each. WRITE: Harold Borodin, National Sales Manager, Danfield Threads, Dept. CN, Route 8, North, Winsted, Connecticut 06098 U.S.A.

DISPENSER/HOLDER FOR DENTAL FLOSS -- Using dental floss has always been an awkward, unappealing task. Now, however, this firm offers a simple dispenser/holder unit which reportedly makes flossing simple and convenient. Small enough to be carried in a pocket or purse, the "Handi-Flos" automatically maintains the desired tension on dental floss. The product is easy to manipulate and the user's hands never touch the floss. Priced from \$2. The firm actively seeks agents and distributors. WRITE: James S. Casselman, President, JRB Corporation, Dept. CN, P.O. Box 5706, Phoenix, Arizona 85010 U.S.A.

SYSTEM FOR AMBULATORY ELECTRO-CARDIOGRAPHY -- Distributors

are sought to represent, service, and market the new "Quicksan System." The firm states that the system uses microprocessing and advanced electronics to provide improved "ambulatory" electrocardiography (ECG). "Resting" and "stress" ECG may also be performed. Continuous dual-lead recording up to 72 hours is possible; read-out time is less than 15 minutes. Personnel without ECG knowledge are quickly trained to monitor patients. Telecommunications optional. Price range is \$20,000-\$30,000. WRITE: E.B. Spears, International Marketing Manager, International Medical Corporation, Dept. CN, 64 Inverness Drive East, Englewood, Colorado 80112 U.S.A.

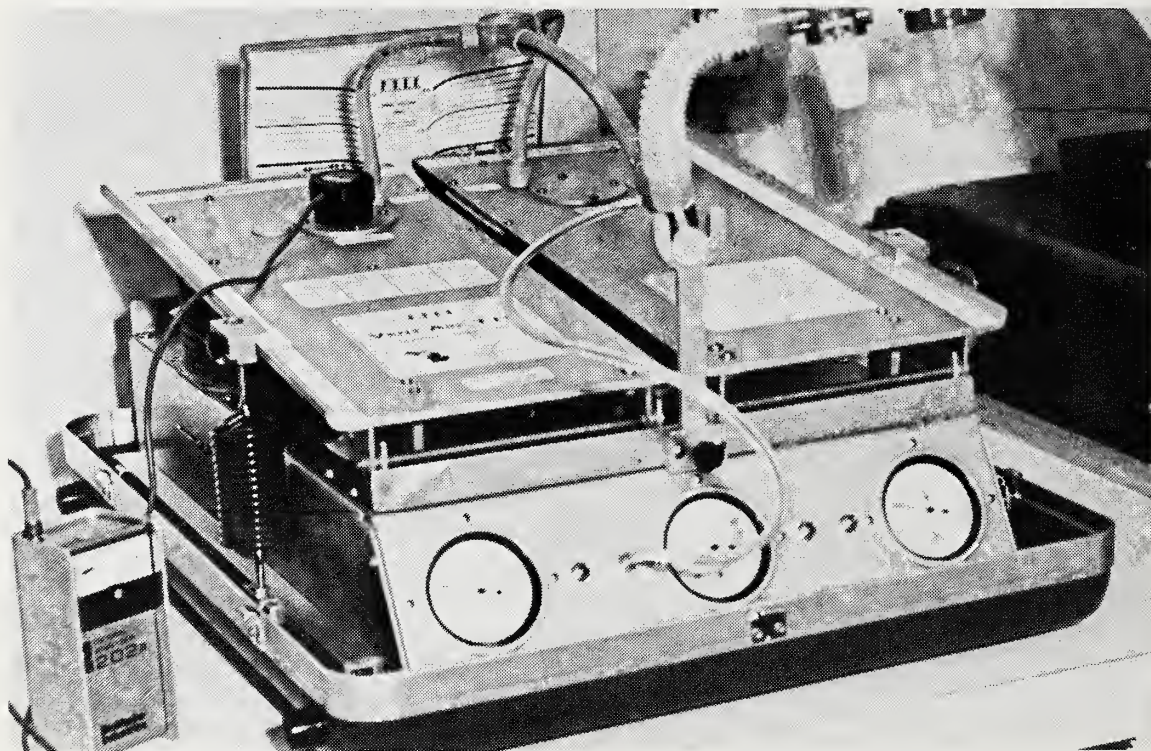


CLINICAL ELECTRORETINOGRAPH -- The "Model 2501 Electoretinograph" is said to be the first of its kind designed for clinical use which offers the high-performance electronic components used in research instruments. Its storage oscilloscope holds and displays the ERG waveform with full frequency response (.5 - 1,000 Hz) for recording or examination. The unit also features simultaneous OD and OS (left and right eye) recording and does not require an electrically shielded room or other special facility. It can be used by medical personnel after only minimal training. Sells from \$10,000-\$15,000. Agents/distributors sought. WRITE: Jerome Leight, President, LKC Systems, Inc., Dept. CN, 7 Dalamar Street, Gaithersburg, Maryland 20760 U.S.A.

INTERNAL CORE USED IN FIXED DENTAL BRIDGES -- Increased patient comfort and reduced costs are the listed advantages of the "Perez Internal Core." Used as a core in fixed dental bridges, this product reduces the amount of expensive gold needed, providing significant savings. Additional support stresses within its hollow design create a stronger, lighter substructure. Most importantly, the firm notes, the fixed bridge is more comfortable for patients since it is lighter, stronger, and less conducive to heat. Sold from \$10 to \$12 each. WRITE: Richard D. Perez, President, Harmony Dental Products Corporation, Dept. CN, 1118 El Centro, South Pasadena, California 91030 U.S.A.

LIQUID SHAMPOO REQUIRES NO RINSING -- The "No Rinse Liquid Foam Shampoo" was expressly formulated for hospitals and other healthcare facilities faced with grooming bed-ridden and incapacitated patients. Since the shampoo requires no rinsing with water, the firm states, it eliminates many accessories necessary with water-type shampoos. Staff time and expense are also reduced. This non-irritating, waterless method is practical for use by children, hikers, campers, and many others. Agents are sought. Price is \$1.65/8 oz (224 g). WRITE: Bernard Kessler, President, Bernard Kessler & Associates, Ltd., Dept. CN, 11891 Martha Ann Drive, Los Alamitos, California 90720 U.S.A.

"ARTIFICIAL LUNG" FOR TRAINING MEDICAL PERSONNEL -- The "Vent Aid" is a new device which allows medical personnel to practice the use of respirators and resuscitation equipment (such as bag-valve-mask resuscitators, demand valves, long-term ventilators, etc.) Mouth-to-mouth breathing can also be practiced. In use, this device acts like an artificial patient and also displays the tidal volume, the oxygen concentration reaching the "patient's" lungs, and the pressure generated down toward the lungs. Price is \$2,000. Agent inquiries sought. WRITE: Robert A. Beeley, Vice President, Dixie International Sales Corporation, Dept. CN, P.O. Box 13060, Houston, Texas 77019 U.S.A. (Photo)

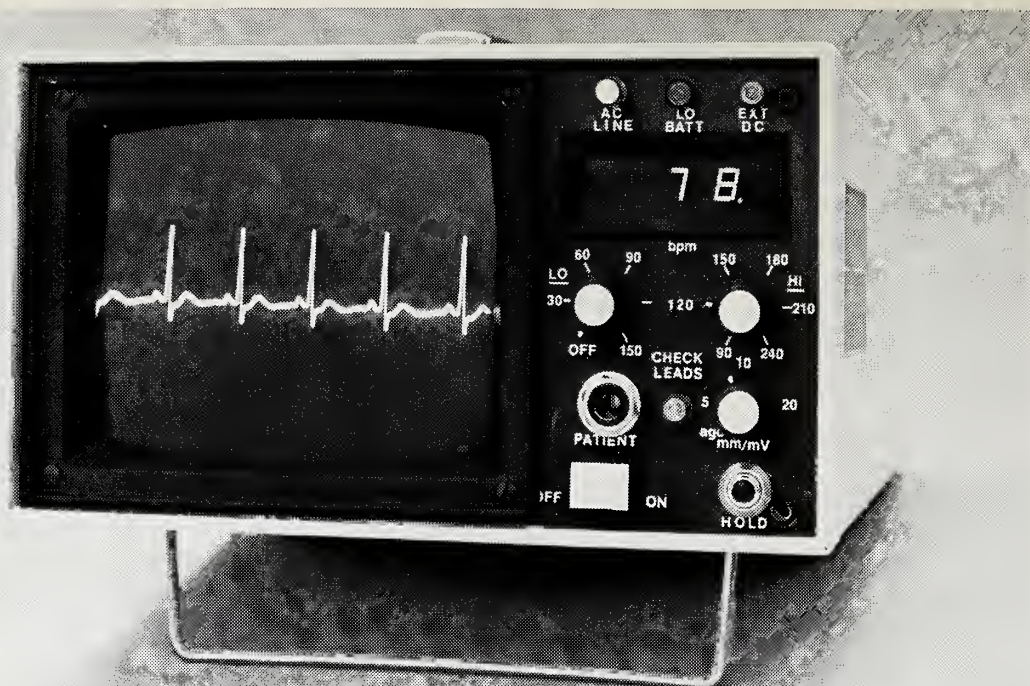


AUTOMATIC CONSOLE MEASURES BLOOD PRESSURE -- Activated by a coin or start button, the "Vita-Stat Blood Pressure Computer" automatically determines the user's blood pressure, providing a digital reading within 40 to 60 seconds. This microprocessor-controlled panel includes a back-lighted instruction panel, a convenient seat, and a self-inflating sleeve for the user's arm. The unit is engineered to discriminate blood-flow sounds in order to assure accurate, reliable tests. Possible installation sites include shopping malls, stores, factories, hotels, airports. Priced at \$3,600. The firm seeks investor/operators. WRITE: Ray Torrico, Vice President for Sales, Vita-Stat Medical Services, Inc., Dept. CN, 2801 75th Street North, St. Petersburg, Florida 33710 U.S.A.

NEW FORMULA FOR COMBATTING "HANGOVERS" -- Hangovers caused by excessive drinking are, according to this company, a major source of personal discomfort and economic loss. To fight hangovers, the firm has created "Mornin' Afta," an effervescent analgesic and antacid, which it says is the only product especially formulated to handle the physical symptoms of a hangover. The product is attractively packaged, and flavored like lemon and lime. Sold for 39 cents/pack. Agent inquiries are invited. WRITE: Robert Powell, President, Afta, Inc., Dept. CN, 3171 Directors Row, Memphis, Tennessee 38131 U.S.A.

VISION SCREENING SYSTEM FOR CHILDREN OR MENTALLY HANDICAPPED -- The "Blackbird Vision Screening System" is a simple, effective way to give eye examinations to young children (ages 3 to 6) or mentally handicapped individuals. Instead of the letter "E" usually used in eye screening, this system uses the figure of a bird (together with an amusing story) which holds the patient's attention. The bird's flight directions (up, down, right, left) correspond to the directions of the usual "E." The kit contains six screening cards, the "Story of a Blackbird," instructions, and 25 "screening spectacles" which patients can take home. Price is \$30. Agents sought abroad. WRITE: Kiyo Sato-Viacrucis, Blackbird Vision Screening System, Dept. CN, P.O. Box 7424, Sacramento, California 95826 U.S.A.





CARDIAC MONITORING EQUIPMENT -- The compact "Gemini 3 Monitor" is used by hospitals and paramedic groups in treating cardiac patients. It automatically selects from an external DC source of 10-40 volts, an external AC source, or its own internal battery pack. Its many features include an automatic and adjustable gain control, high/low alarm limits, and switchable electrocardiogram sweep or moving bar trace. The rugged metal case provides radio frequency shielding. Sells from \$2,000 to \$3,000. Distributors sought for marketing and servicing. WRITE: Nandor P. Kozma, International Marketing Director, Physio Systems Corporation, Dept. CN, P.O. Box 19131, Raleigh, North Carolina 27609 U.S.A.

AUTOMATED INSTRUMENTS FOR SYNTHESIZING PEPTIDES -- Pharmaceutical firms and biochemical laboratories will be interested in these automated instruments (three models) for the synthesis of peptides. The "Model 50" is a low-cost, bench-top unit designed for developmental research. The "Model 96" uses a solid-state memory or microprocessor mini-cassettes to accept operating instructions in word form and to produce printed records of the synthesis. Its capacity is 50 gms (1.75 oz) of resin. The "Model 105" is used for industrial production. Capacity: 2 kgms (4 1/2 lbs) of resin. Priced respectively at \$8,500, \$32,000, and \$60,000. WRITE: M.F. Wharton, Sales Manager, Vega Biochemicals, Dept. CN, 1650-L East 18th Street, Tucson, Arizona 85719 U.S.A.

MULTI-PURPOSE INSTRUMENT FOR CARDIO-VASCULAR DIAGNOSES -- "CA-VA" is a three-channel cardio-vascular diagnostic instrument offering four distinct functions. Using non-surgical, non-invasive technology, the unit functions as 1) an electro-cardiograph, 2) plethysmograph, 3) crystal transducer, and 4) phonocardiograph. The "CA-VA" provides a three-channel oscilloscope, plus black/white film for documentation purposes. Time base: 2.5 cm (1 in)/second. This fast, reliable tool sells for \$3,000. WRITE: Bo Sramek, President, Powerex, Inc., Dept. CN, P.O. Box 4673, Irvine, California 92716 U.S.A.

HEATING, AIR CONDITIONING AND REFRIGERATION

ROOM AIR CONDITIONER RUNS ON THREE-PHASE POWER -- The "Special Application" room air conditioner is uniquely designed to use a three-phase electrical supply of 200 volts, 50 hertz. Its cooling capacity is 28,800 BTU's (British Thermal Units) per hour when outdoor ambient temperatures are 95 degrees F (35 degrees C). Other features are a decorative, plastic front grille and a "money-saver button" which cycles the unit's fan and compressor together to give better temperature/humidity control with lower operating costs. Price is \$512-\$612. Useful for offices, stores, schools, etc. Distributors sought. WRITE: Mr. C.P. Klufas, Vice President for International Sales, Friedrich Air Conditioning & Refrigeration Company, Dept. CN, P.O. Box 1540, San Antonio, Texas 78295 U.S.A.

HOUSEWARES (Including furniture, fixtures, and appliances)

WATER-SAVING TOILET ACCESSORY -- "Long Life Water Savers" are brass panels which can be installed in any normal toilet tank to save as much as 2 gal (7.6 l) of water each time the toilet is flushed. This averages more than 20,000 gals (75,707 l) per year for a family of four. The brass panels have edge-seals of foamed neoprene and are designed to stay permanently in place, creating a reservoir of water which can not be flushed away. There is reportedly no loss of flushing effectiveness. Sold under \$5. Agent, distributor inquiries are invited. WRITE: George Johnson, President, G & E Products, Inc., Dept. CN, 2082 South Grand Avenue, Santa Ana, California 92705 U.S.A. (See photo 7, page 68)

CHEMICAL DEHUMIDIFIER ABSORBS MOISTURE -- According to the manufacturer, this product provides continuous moisture control by absorbing up to 10 times its own weight in moisture. Ideal for use in attics, basements, bathrooms, boats, or anywhere that dampness, mildew, mold, and musty odors are a problem. It can be used to protect tools, clothing, books, valuable papers, etc. Suggested retail price for the 12 oz (336 g) containers of "Hum-I-Dri" is \$1.99. WRITE: Lionel Glauberman, Vice President, Malco Products, Inc., Dept. CN, 361 Fairview Avenue, Barberton, Ohio 44203 U.S.A.

A NEW IDEA IN PENDULUM CLOCKS -- Designed as an intriguing conversation piece, as well as an attractive timepiece, the "Flying Pendulum Clock" takes its name from its brass ball and string pendulum which continuously winds and unwinds in a "flying" motion around pins set on either side of the clock. Made from hand-carved black walnut wood, the clock is available as a 6-ft tall (180 cm) standing model or a 3-ft tall (90 cm) wall model -- each numbered and signed by the designer. It features a unique hand-rubbed finish, pewter dial, and raised "Roman" numerals. For home or office. Price: \$250. Agents wanted. WRITE: Charles B. Johnson, President, LaMancha Designs, Dept. CN, 2849 North Prospect Avenue, Milwaukee, Wisconsin 53211 U.S.A.

NEW TOILET DESIGN USES LESS WATER -- This company states that a unique design (using new materials and few moving parts) makes the "LOTO Toilet" a high-strength unit which offers maximum service-life with minimum maintenance. Easy to assemble and install, the "LOTO" uses less than 1 liter (2.1 pt) of water per flush cycle. An inexpensive answer to residential sanitation requirements, this product is reportedly adaptable to any standard toilet installation and operable with water pressure of only 4-40 lbs/sq in (0.3 to 3.0 kgs/sq cm). Priced from \$20 to \$25. Agents sought. WRITE: Joseph C. Russell, General Manager, Lotocorp, Dept. CN, P.O. Box 5007, Ojai, California 93023 U.S.A.

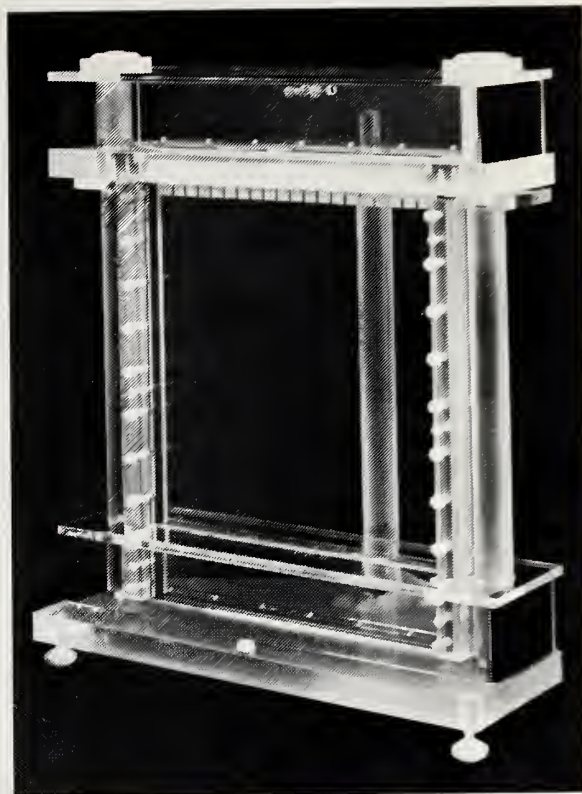
NEW UNIT MAKES INSTANT COFFEE CONCENTRATE -- Coffee concentrate can now be made at home with this non-electric appliance. The firm states that the "Toddy Coffee Maker" produces 90 cups of coffee from 1 lb (.45 kg) of ground coffee. Cost per cup is half that of ordinary percolators (which make about 40 cups). A special cold-water "brew" method is used to preserve flavor and coffee digestibility. The firm says some people (who must avoid hot-brewed coffee for health reasons) can safely drink this coffee (either cold or mixed with hot water). Price: \$8.50 f.o.b. Port (retails for \$15). Agents wanted. WRITE: John W. Cain, President, S.J. & L., Inc., Dept. CN, P.O. Box 6275, Little Rock, Arkansas 72216 U.S.A.

NEW WAY TO MONITOR BOILING EGGS -- Used to boil eggs precisely according to one's taste, the "Just Rite Egg Boiler" looks like an egg with a thermometer attached to it. It is stored with eggs (in the user's refrigerator, etc.) and placed with them in boiling water. As the eggs cook, the "Just Rite Egg Boiler" heats at the same rate, showing the eggs' exact temperature and how well they are cooked. The thermometer has adjustable rubber rings for clearly marking preferred temperatures. Wholesales for about \$2.25. Agents sought abroad. WRITE: Sidney Foster, Owner, SMC, Dept. CN, P.O. Box 151, Slayton, Minnesota 56172 U.S.A.

LABORATORY AND SCIENTIFIC INSTRUMENTS

SEQUENCER UNIT SEPARATES BASE COMPOUNDS FROM NUCLEIC ACID --

This "Nucleic Acid Sequencer" uses electrophoresis to separate "in sequence" as many as 100 base compounds per run from fragments of nucleic acid (such as RNA or DNA). The manufacturer says the instrument uses two simple, rectangular glass plates of the same size (rather than the usual plates of unequal sizes) and the gels poured between the plates are the proper size for autoradiography on standard X-ray film. The sequencer features integral high-voltage interlocks for safety. Price is approximately \$1,000. The firm seeks direct sales only. WRITE: Roozbeh Chubak, Director of Marketing, Hoefer Scientific Instruments, Dept. CN, 650 5th Street, San Francisco, California 94107 U.S.A.



CHROMATOGRAPHIC COLUMNS FOR ANALYSIS OF WATER POLLUTANTS --

This firm is offering newly developed chromatographic columns (priced from \$50 to \$200) which are effective in detecting trace amounts of organic pollutants in water. Potentially useful to chemical, petrochemical, pharmaceutical, and water companies, these products can analyze 114 pollutants including pesticides, phenols, base-neutrals, and volatile pollutants. WRITE: Walter R. Supina, Vice President, Supelco, Inc., Dept. CN, Supelco Park, Bellefonte, Pennsylvania 16823 U.S.A.

LAB INSTRUMENT FOR MEASURING TURBIDITY OF LIQUIDS -- This firm's "Turbidimeters" are designed to measure turbidity (cloudiness) of liquids using the nephelometric principle (i.e. the use of transmitted or reflected light to measure the concentration or size of suspended particles). Its operating range is 0-1,000 NTU (nephelometric turbidity units). Portable laboratory models and permanent "on-line" models are available for water/waste-water applications and for use by manufacturers of food products, pharmaceuticals, etc. The company seeks distributors abroad. Price range is \$500-\$1,200. WRITE: J.R. Zweers, Marketing Manager, HIAC, Dept. CN, P.O. Box 3007, Montclair, California 91763 U.S.A.

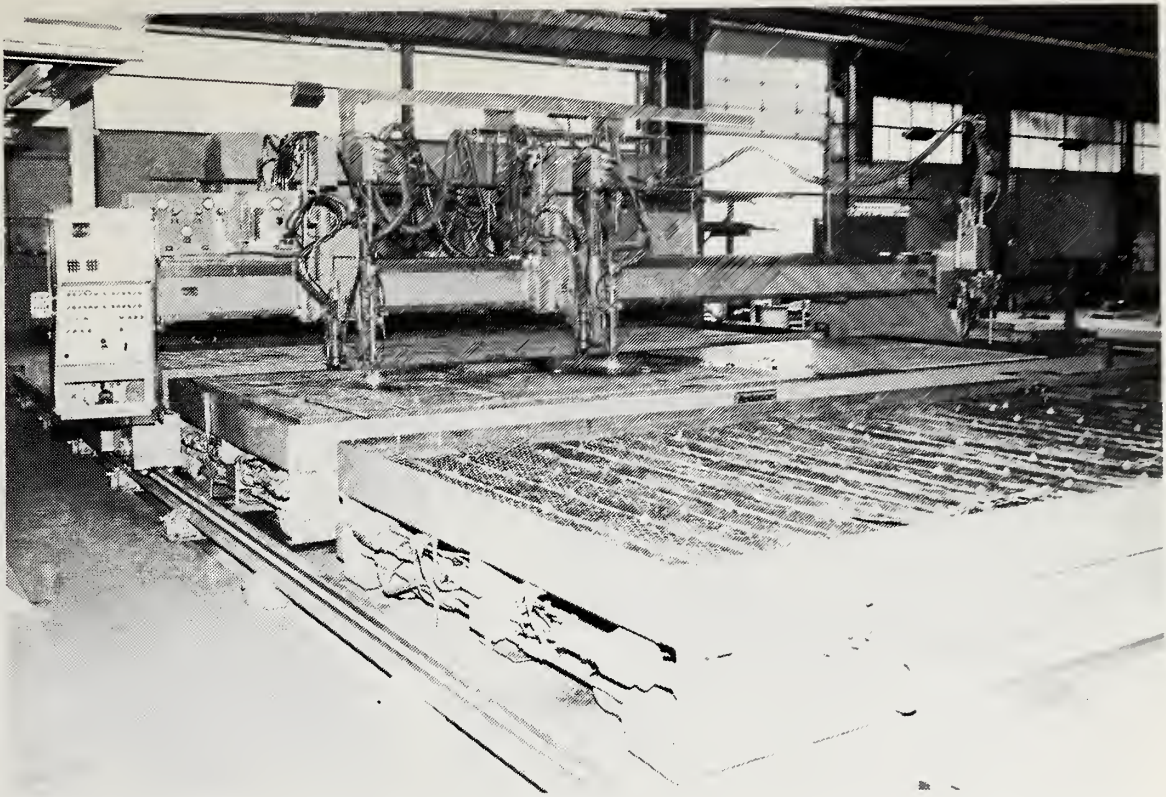
AUDIO PROCESSOR REMOVES UNDESIRE ACOUSTIC EFFECTS -- The "Automatic Digital Audio Processor (ADAP)" combines a sophisticated digital computer and audio-processing circuitry which can remove undesired acoustic effects (e.g. correlated noises, reverberations, spectral distortions) from audio signals and recordings. Reportedly the only real-time, "stand-alone" processor available, the "ADAP" is easy to operate and fully automatic, adjusting itself to track and cancel unwanted audio components. End-users include: law enforcement agencies, recording companies, motion picture and television studios. Priced at \$25,450 f.o.b. Agents wanted. WRITE: N.F. Sullivan, Manager for Program Development, Rockwell International, Dept. CN, Electronic Devices Division, P.O. Box 3105, Anaheim, California 92803 U.S.A.

VARIABLE-SPEED ROTATOR WORKS WITHOUT O-RINGS -- This "Variable Speed Rotator (VSR)" was designed for sensitive laboratory tests as well as general mixing applications. Its unique design allows it to operate without the usual "O-rings" which often break, hampering the operation of conventional units. The "VSR" has a speed range of 150-250 revolutions/minute accurate to within 5 revolutions/minute for loads up to 3 lbs (1.4 kgs). Virtually maintenance-free, it can be set for automatic operation (1-60 minutes) or manual operation of any duration. Suggested end-users: serology labs, clinical labs, microbiology labs, industrial research/production labs. Sells for \$280. WRITE: Michael K. Bender, President, Spectroderm International, Inc., Dept. CN, 2711G Dorr Avenue, Fairfax, Virginia 22031 U.S.A.

MICROPIPET WITH DISPOSABLE PLASTIC TIPS -- This firm states that its "L/I Micropipettor" is the first positive-displacement micropipet with disposable, plastic precision tips. The tips can be conveniently snapped on or off the micropipet without direct handling by the user. Any reagent (including serum) may be sampled and dispensed without operator contact. Features: an integral calibration rod; a "Teflon" plastic plunger for effective self-cleaning; color-coding for easy identification of tips. Permits accurate, repeatable laboratory measurements. Priced under \$40. WRITE: Charles A. DeMarzo, Vice President for Marketing, Labindustries, Dept. CN, 620 Hearst Avenue, Berkeley, California 94710 U.S.A.



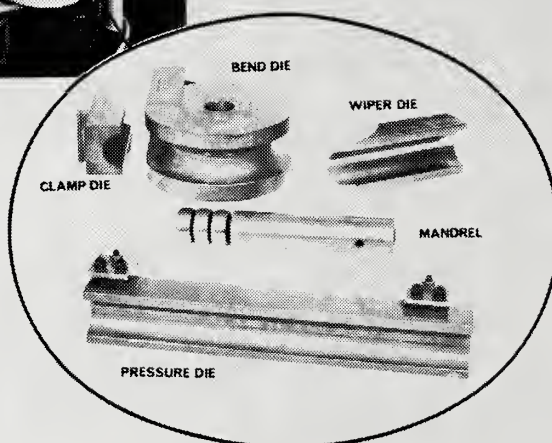
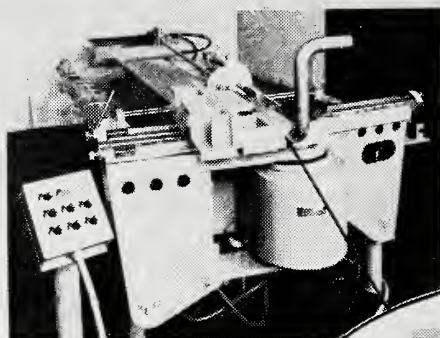
METALWORKING AND FINISHING



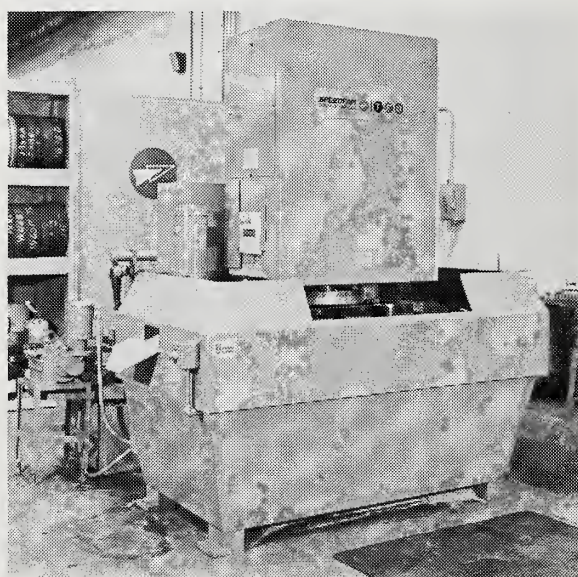
NEW PRODUCT CONTROLS METAL-CUTTING SMOKE, WASTES -- The "Water Table" is intended for metal-workers operating flame-cutting equipment (oxy-fuel or plasma). It protects the work environment by capturing smoke and metal slag in water held beneath the metal plate and above the work floor. Burning slag is quenched and held for easy removal with minimum loss of cutting time. The water also acts as a "heat sink" and helps to increase cutting accuracy. The water level, which is controlled by the operator using air pressure, is quickly raised for cutting or lowered for cleaning. Priced from \$4,500 to \$100,000. Agents and licensees are sought. WRITE: Harry E. Anderson, President, Anderson Engineers, Inc., Dept. CN, 200 Thelma Drive, Carnegie, Pennsylvania 15106 U.S.A.

QUALITY ABRASIVE FOR METAL FINISHING -- "Micro-Mesh MX" is a cloth-backed, cushioned abrasive specifically designed to achieve extremely fine finishes on metals as an alternative to polishing, honing, and lapping techniques. Silicon carbide and aluminum oxide crystals are used. The cushioned mounting produces very fine scratch patterns and, as a result, a longer abrasive life. "Micro-Mesh MX" is said to be faster and more economical than competitive products. Sold for \$5/sq ft (.09 sq m). Agent inquiries welcome. WRITE: Herbert A. Wilson, Vice President, Micro-Surface Finishing Products, Inc., Dept. CN, P.O. Box 456, Wilton, Iowa 52778 U.S.A.

TUBE-BENDING TOOLS WITH SPECIALLY TREATED SURFACES -- Industries engaged in bending metal tubes (manufacturers of aircraft, metal furniture, automobiles, etc.) are the end-users of these bending tools (mandrels and wiper dies) especially finished with the new "Kro-lon" treatment. "Kro-lon" gives each tool a hard, slippery surface which is said to prevent galling, scratches, and excessive wear. The treatment implants "Teflon" fibers in microscopic fractures in the tool's surface. Resurfacing is possible when needed. Agent inquiries are invited. WRITE: Janett C. Duran, Export Department, Tools for Bending, Inc., Dept. CN, 1900 South Navajo Street, Denver, Colorado 80223 U.S.A.

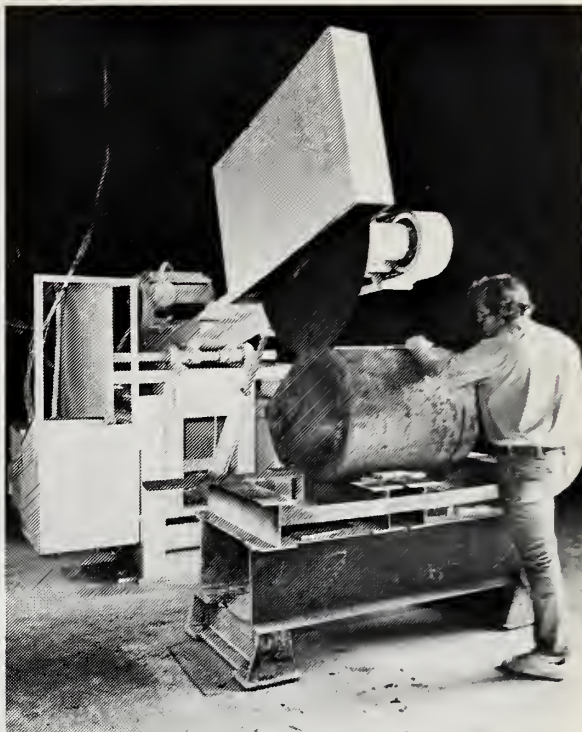


VERTICAL SPINDLE GRINDER WITH RIGID FRAME -- This manufacturer believes its "Thru-Feed Grinder" to be the first belt-fed vertical spindle grinding machine which uses a rigid "unitized box" construction for its frame. This reportedly eliminates machine vibrations, improving the unit's grinding of machine parts (valve bodies, pump housings, etc.) Because it minimizes preparation time, loading/unloading of parts, etc., the unit offers an efficient means to grind parts of any length (150 mm x 150 mm/6 in x 6 in).



Price range: \$45,000-\$75,000. WRITE: James N. Farley, President, Speedfam Corporation, Dept. CN, 509 North Third Avenue, Des Plaines, Illinois 60016 U.S.A.

ELECTRIC/HYDRAULIC OSCILLATING "CUT-OFF" SAW -- This 48-in (122 cm) abrasive cut-off saw is recommended for metal-working applications by petroleum companies, makers of metal pipe and plate, steel companies, and others. The "Lauze Saw" operates, with or without oscillation, in a fixed position or while travelling forward and backward. Its specially designed blades cut such exotic metals as titanium, incanel, etc., and its cantilever design permits various kinds of holding devices to be used. Functions are automatic. Price: \$40,000 f.o.b. Agent inquiries welcome. WRITE: M.R. Brown, Vice President, Planet Industries, Inc., Dept. CN, 15347 Garfield Avenue, Paramount, California 90723 U.S.A.

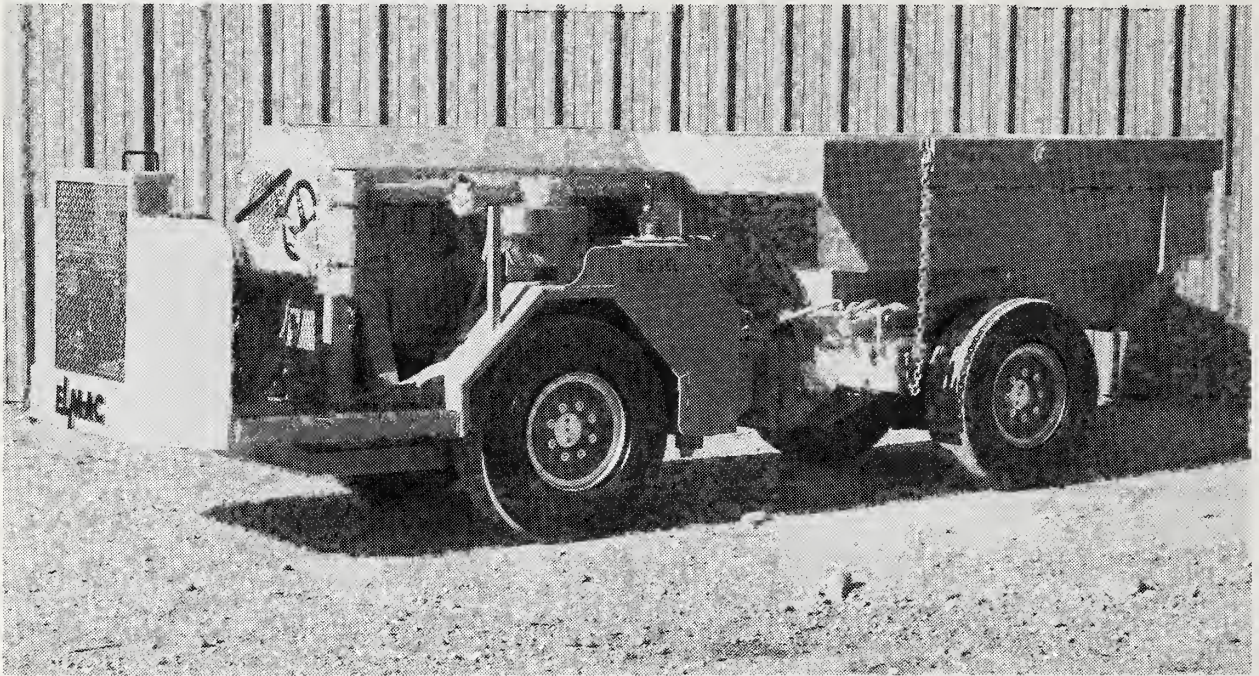


MINING

HEAVY-DUTY MINING MACHINE WITH INTERCHANGEABLE CUTTER HEADS -- The "Super ROC-MINER" is said to be the first roadheader (a boom-type continuous mining machine) with ripper and milling cutter heads that are interchangeable in the field. The ripper head is best for high-production mining and tunneling; the narrow milling head is recommended for selective mining of thin veins of high-grade ore. This, the first product of its kind developed in North America, can produce 8 tons (7.2 t) of coal or 5 tons (4.5 t) of mild rock per minute. The firm seeks agents/distributors abroad. Price is \$400,000. WRITE: Eric A. Auer, Vice President, AEC Inc., Dept. CN, 531 East Marylyn Avenue, State College, Pennsylvania 16801 U.S.A.

PAGING TELEPHONE FOR UNDERGROUND MINING OPERATIONS -- Because the utmost caution must be exercised in underground mines, this stainless steel "Loudmouth" pager telephone is engineered especially for safe, effective use in such an environment. It consists of a speaker amplifier, handset amplifier, and a solid-state DC (direct current) switch. The unit features rugged construction and very long battery life for maximum service. Priced from \$240 to \$260, the "Loudmouth" weighs only 17 lbs (7.7 kgs) with batteries. The company is seeking foreign distributors. WRITE: Dennis M. Freda, Accounting Manager, ComTrol Corporation, Dept. CN, P.O. Box 306, Irwin, Pennsylvania 15642 U.S.A. (See photo 10, page 69)

NARROW TRUCK FOR MINING USE -- This firm introduces an underground mining truck which it claims is the narrowest vehicle of its kind available. Engineered to maneuver in tight areas, the rugged truck has a 5-ton (4.5 t) load capacity ideal for mining gold, uranium, and other minerals. Its overall width is 60 in (152.5 cm) and its outside turning radius 11 ft, 10 in (360 cm). A powerful diesel engine and quality construction provide greater speed on steep grades. Sells for \$32,000-\$43,000. Distributor/agent inquiries desired. WRITE: Loren E. Wall, Director/Export Marketing, Elmac Corporation, Dept. CN, P.O. Box 1692, Huntington, West Virginia 25717 U.S.A. (Photo)



PRINTING, GRAPHIC ARTS EQUIPMENT AND SUPPLIES

SYSTEM MAKES COLOR-SEPARATION NEGATIVES -- The "ICP-1000" Instant Color System reportedly produces color-separation negatives in as little as 20 minutes and at one tenth the cost of conventional separations. The system includes a solid-state electronic monitor, instruction manual, and initial supplies. It can be used with any vertical or horizontal process camera with vacuum back, standard lighting, and variable-aperture lens. Only facility required is a darkroom equipped for normal halftone photography. End-users: commercial printers; printers of newspapers, magazines, books; in-house printing shops. Sells for \$2,400. Seeking distributors. WRITE: Victor Manfre, President, World Markets Development, Inc., Dept. CN, 20800 Center Ridge Road, Cleveland, Ohio 44116 U.S.A.

"MAT BOX" FOR SPECIAL PHOTOGRAPHIC EFFECTS -- "Profectomat" is introduced by this firm as the first photographic "mat box" designed to help both amateurs and professionals produce special effects. Engineered to fit a wide range of camera lenses, the "Profectomat" is as easy to attach as a lens shade. Special effects possible with the unit include print softening, vignetting "split-screen" effects, time sequences, and special artificial photo backgrounds (such as stars, crosses, hearts, etc.) Sells from \$65 to \$90. Custom accessories and die-cut masks available. Agent inquiries welcome. WRITE: John W. Mazzeo, President, Professional Photographic Products, Inc., Dept. CN, P.O. Box 169, Hammonton, New Jersey 08037 U.S.A.

MANUAL PRESS FOR MOUNTING PHOTO PRINTS -- The "M405 Manual Press" is engineered to meet the basic mounting requirements of professional photographers and photo studios. Used to mount prints on canvas, plaques, or boards, it offers, according to the firm, more area-pressure (22 lbs per sq in/1.5 kgs per sq cm) than any other manual press in its field. The press can easily and accurately generate even pressure and temperature for the most delicate jobs. Heat is thermostatically controlled. Maximum print-size handled: 20 x 24 in (51 x 61 cm) in one pressing. Priced at about \$600. WRITE: Pip Sivakumar, Vice President, McDonald Photo Inc., Dept. CN, 11211 Gemini Lane, Dallas, Texas 75229 U.S.A.

COMPUTERIZED DENSITOMETER FOR PRINTERS -- The "Smart Densitometer" is said to simplify quality control of printing jobs for commercial printers, publishers, and others. It uses a sophisticated micro-computer to extend its precision capabilities. The unit measures "ink trapping" (i.e. the acceptance of a second ink by a wet ink area already printed), dot area, and relative contrast or hue for color printing. It also reads density differences automatically, comparing against density limits and providing three density readings simultaneously. Sells from \$3,000 to \$4,000. Agents sought abroad. WRITE: Dale N. Dukes, Vice President for Sales, COSAR Corporation, Dept. CN, 3121 Benton Street, Garland, Texas 75042 U.S.A.



PRODUCTION

(Specialized Machinery and Equipment)

MACHINE FOR MANUFACTURING FURNITURE DRAWERS -- Agents and distributors are sought worldwide for this unique product, reportedly the only machine available which can perform all the machining operations necessary to produce wooden drawers for cabinets and other furniture. Using this "Model 200 Drawer Machine," a single operator controls slotting, dovetailing, grooving, and contouring operations. The manufacturer says the unit also reduces production time by as much as 60 percent. Suggested for manufacturers of wooden furniture. Price is \$5,375. Agent inquiries are welcome. WRITE: Dr. Carmo M. Fernandez, President, Transworld Trading Company, Dept. CN, 1018 East Carson Drive, Tempe, Arizona 85282 U.S.A. (See photo 3, page 67)

ELECTRO-MECHANICAL SCANNING MIRROR -- Manufacturers of lasers and medical instruments are the chief end-users of the "Quadrascan," an electromechanical scanning mirror designed to provide up to 90 degrees total optical scan over a wide frequency range of 1 to 400 cycles per second. Amplitude and frequency are independently adjustable. The "Quadrascan" offers quality performance combined with a compact size (12.7 x 10.2 x 7.6 cm/5 x 4 x 3 in). Licensees are urged to inquire. Price: \$800. WRITE: J.M. Ruhge, Owner, Quantum Imaging Associates, Dept. CN, P.O. Box 129, Redondo Beach, California 90277 U.S.A.

RESTAURANT, HOTEL AND CATERING EQUIPMENT

ENERGY-SAVING COMMERCIAL LAUNDRY DRYER -- Hotels, apartment houses, resorts, and industrial areas are some of the suggested sites for this compact, energy-efficient commercial dryer. The "Maxi-Miser," which operates on natural gas fuel, uses exhaust air to pre-heat incoming air. The firm says this saves up to 5,000 BTU's (British Thermal Units) of burner input. The dryer is also designed to hold heated air better and prevent heat loss. The unit is 180 cm (72 in) tall; its base measures 77 x 79 cm (31 x 32 in). Price is \$700-\$850. Distributors desired. WRITE: Bill Schroff, International Sales Manager, Cook Machinery Company, Dept. CN, 4301 South Fitzhugh Avenue, Dallas, Texas 75226 U.S.A.

LOW-TEMPERATURE, LOW-ENERGY COMMERCIAL DISHWASHER -- The "American Dish Model IV" dishwasher is said to be unique in that it sanitizes with chemicals introduced through a built-in chemical dispensing unit. No booster heater or exhaust fan is needed. Water consumption is only 2.2 gal (8.3 l) per cycle. Recommended for restaurants, schools, hotels, and hospitals (among others), this stainless steel unit measures 55 in (137 cm) high, 31 in (78 cm) wide, and 28 in (69 cm) long. Priced from \$1,800. WRITE: Larry Watson, Vice President, American Dish Service, Dept. CN, 2940 Fairmount Street, Kansas City, Missouri 64108 U.S.A.

NEWLY DESIGNED MATTRESS PAD AND COVER -- This company says it has developed a remarkable new manufacturing process that produces (for the first time) a mattress pad without stitches or quilting. The pads are unconditionally guaranteed by the firm to last as long as the mattress. They can be safely washed and dried by machine for high sanitary standards. These form-fitting pads (for single, double, queen-size, and king-size mattresses) sell from \$2.35 to \$4.50 each. For use by consumers and institutions (i.e. hotels, hospitals, etc.) Agent inquiries invited. WRITE: Warren Roth, Vice President, M.S.W. Enterprises, Dept. CN, P.O. Box 4313, Honolulu, Hawaii 96813 U.S.A.

SAFETY AND SECURITY EQUIPMENT

MULTI-PURPOSE SURVIVAL/RESCUE KNIFE -- Made from 440C stainless steel and used for heavy-duty cutting, the "Survival/Rescue Tool" is a survival aid for use in harsh environments (jungles, mountains, swamps, deserts, etc.). The firm says the unit serves as many tools: axe, chisel, saw, wire stripper, plane wedge, glass cutter, knife edge (for carving or whittling), even a strong cutting edge for slicing sheet metal. End-users include rescue personnel, sportsmen, police, military personnel, firemen, paramedics, etc. Price range is \$17-\$36. The firm seeks sales, agents, distributors, factory representatives, advertisers, advisors, contracts, proposals, etc. WRITE: Dale R. Rogers, Export Manager, D.L.R. Knives Inc., Dept. CN, P.O. Box 25352, Salt Lake City, Utah 84125 U.S.A.

ELECTRONIC SYSTEM DETECTS ICE ON ROADWAYS, RUNWAYS -- Continuous surveillance of surface conditions -- essential on roadways and airport runways -- is provided by the new "Scan 7000." A single unheated sensor transmits the necessary information to a monitor which displays air temperature, surface temperature, and ground conditions such as ice or frost formation. The firm says this increases safety and significantly reduces the cost of ice-control chemicals and other safety measures. Priced from \$5,000 to \$10,000. Agents sought. WRITE: Jerry R. Waldman, Vice President/Marketing, Surface Systems, Inc., Dept. CN, 8144 Brentwood Industrial Drive, St. Louis, Missouri 63144 U.S.A.

PORTABLE SECURITY SYSTEM FOR HOMES, VEHICLES, DESKS, ETC. -- Once the "Protektor" Electronic Alarm System is set, the slightest vibration will activate it, setting off a loud, screeching alarm like a police siren. Vibration sensitivity can be set for any application. Activated, the unit sounds for 2 minutes before stopping and resetting itself automatically. Only a secret "control code" will stop the alarm before this point. A 20-second delay gives the owner time to leave the protected area. The electronic "Protektor" is small and lightweight enough for use on desks, file cabinets, and even medicine chests. Price: \$15. Agents sought abroad. WRITE: Clete Berning, Vice President, Suburban Electronics, Dept. CN, 1250 West Dorothy Lane, Dayton, Ohio 45409 U.S.A. (See photo 4, page 68)

SPORTS, RECREATION AND HOBBIES



AMUSEMENT RIDE SIMULATES SPACE TRAVEL -- The "Astroliner" is a compact, self-contained amusement ride which simulates space travel by using banking and tilting motions synchronized to a motion picture projected inside the "vehicle." In addition to the "space travel" film, other films are in preparation by the firm. Shaped like a rocket ship, this year-round ride seats 30 adults or 40 children. One operator controls the action. Priced at \$60,000. End-users: carnivals, amusement parks, etc., promoters for special events. Agents sought. WRITE: Alan Mann, Controller, Wisdom Manufacturing, Inc., Dept. CN, P.O. Box 1794, Sterling, Colorado 80751 U.S.A.

TENNIS RACKET CASE -- Made from a durable, lightweight plastic, this new carrying case offers a convenient way to transport two tennis rackets, a can of tennis balls, and sweatbands. The case is hinged to lie flat when open and has two secure latches. Its interior is completely padded with a protective foam and shaped to accommodate the rackets and other materials. The company is seeking agents or distributors for this product which is priced from \$12 to \$15. WRITE: Matthew J. Berenda, Vice President, Kustomold, Dept. CN, 14924 Downey Avenue, Paramount, California 90723 U.S.A. (See photo 9, page 69)

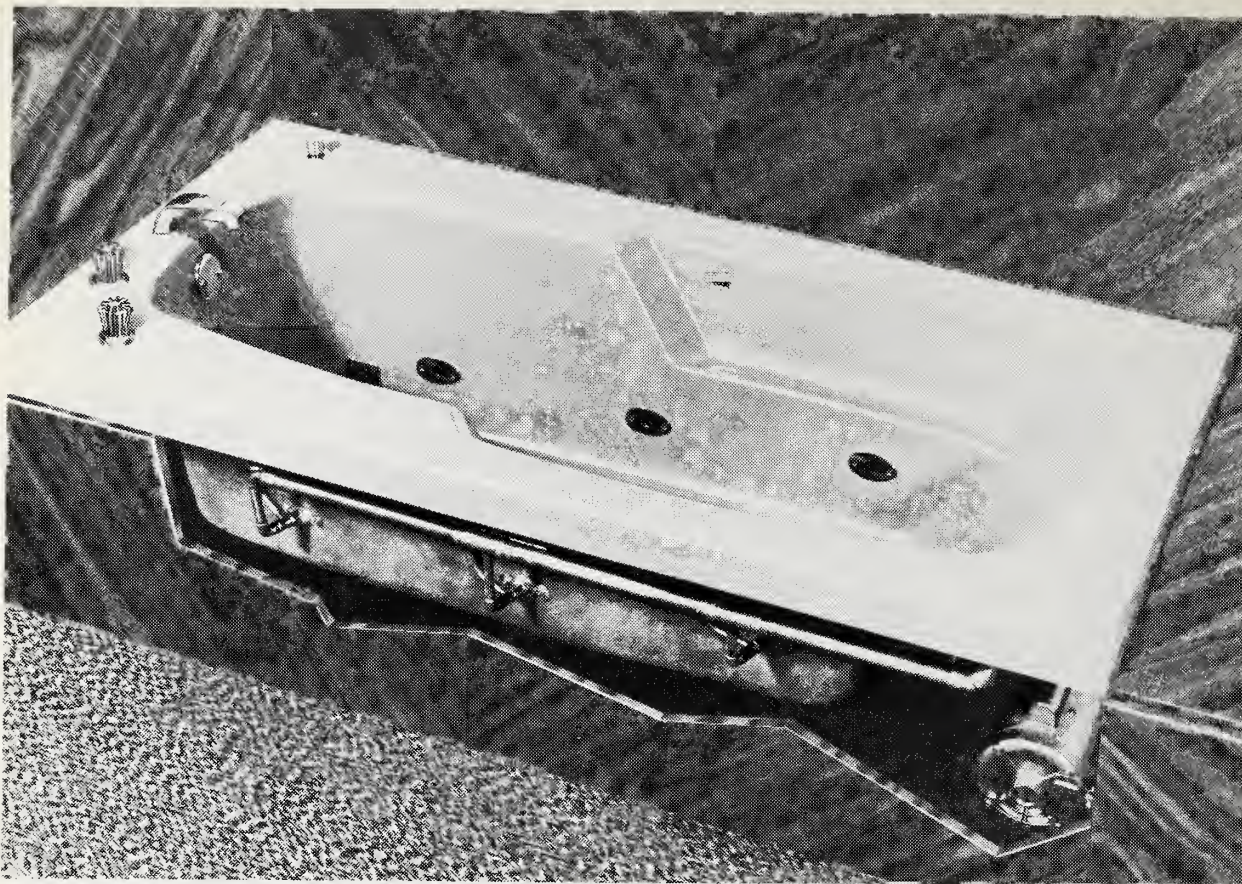
SCALE MODEL OF FAMOUS CALIFORNIA MONUMENT -- This firm offers a colorful scale model of California's Hearst Castle, one of the most spectacular private residences ever built. Originally the home of William R. Hearst, a millionaire journalist, Hearst Castle is now a California State Historical Monument. Ready for assembly, this durable artist-board model is appropriate for anyone 10 years old or older. Assembled, it measures 30.5 x 50.8 x 35.6 cm (12 x 20 x 14 in). The model, of interest to hobbyists, architects, and artists among others, retails for \$12. Distributors are wanted. WRITE: Peggy Eisen-Rea, Owner, Castle Publications, Dept. CN, One Arlington, Cambria, California 93428 U.S.A.

GARDEN KITS WITH HAWAIIAN PLANT SEEDS -- "Mama Good-Earth Seed Gardens" are complete garden kits which include seeds of Hawaiian plants. Four collections are available, three of which offer three plant varieties each (or 35 seeds per collection). The fourth provides seeds of the Hawaiian Macadamia Nut Tree which will bear edible nuts when mature. The kits are attractively packaged in colorful polybags with punch-holes for display racks in retail stores. Also included are planting pellets and growing instructions. Price is \$4 each. The firm seeks agents, distributors. WRITE: James Pennington, Managing Director, Pennjon International Ltd., Dept. CN, P.O. Box 22212, Honolulu, Hawaii 96822 U.S.A.

RECORDING SYSTEM AUTOMATICALLY
PLAYS PIANO --

The "Pianocorder" System is an innovative new product which uses magnetic tape cassettes to record and play back "live" performances on any upright or grand piano. The firm says the system even reproduces the subtle expressive technique of the performer. Two models are available: a self-contained unit (the "Vorsetzer") that sits before a piano, playing it with mechanical "fingers" and pedal controls, and an installed unit which does not interfere with normal piano tone or operation. Sells from \$1,800 to \$2,000. Agent inquiries are welcome. WRITE: H.C. Lembke, Marketing Director, Superscope Inc., Pianocorder Division, Dept. CN, 20525 Nordhoff Street, Chatsworth, California 91311 U.S.A.





WHIRLPOOL BATHS FOR PRIVATE, COMMERCIAL USE -- This firm offers hydrotherapy tubs and spas customized to the owner's needs and preferences. The number and location of the water jets, as well as the size and color of the bath (9 sizes, 20 shades are available), may be specified. Designed to provide a relaxing and refreshing "massage," "Viking Whirlpool Baths" sell from \$1,000 to \$2,000. Listed end-users are hotels, motels, clubs, and private individuals. Agent inquiries are requested. WRITE: Margareta Smith, Administrative Assistant, Viking Sauna Company, Dept. CN, P.O. Box 6298, San Jose, California 95150 U.S.A.

MINIATURE "CARTOON THEATER" FOR CHILDREN -- Children will enjoy the "Movie Hut," a coin-operated miniature theater which shows 9mm sound/color cartoons. Installed in shopping malls, retail stores, hotels, or other sites, the colorful "theater" will appeal to children, entertaining them while their parents are shopping or conducting other business. A second model (which operates without coins) is available for medical or dental facilities, recreational centers, etc. The "Movie Hut" makes a child (and its parents) more willing to visit stores, hospitals, etc. Price range is \$1,000-\$2,400. Agents wanted. WRITE: Gary J. Miller, Movie Hut, Inc., Dept. CN, P.O. Box 95, Elkland, Missouri 65644 U.S.A. (See photo 13, page 70)

ALL-WEATHER BICYCLE BRAKE-PAD -- This firm claims to have set new standards for bicycle brake pads through the new "Kool Stop Safety Brake." Made from aluminum and securely bonded to a special rubber compound, the brake offers high wear resistance and extremely good friction qualities that provide dependable braking power even in wet weather. It also features three large cooling "fins" to reduce destructive heat build-up. Ideal for racing bicycles, the brake blocks sell for \$6.50/pair. Foreign agents sought. WRITE: David Thompson, Vice President and Sales Director, Kool Stop International, Inc., Dept. CN, P.O. Box 613, Beaverton, Oregon 97005 U.S.A. (See photo 2, page 67)

NEW AID FOR DEVELOPING BASKETBALL SKILLS -- An enjoyable way to improve a player's basketball skills, the "Sharp Shooter" is a lightweight steel device which attaches directly to the rim of a basketball net. It provides the player with an upright "target" to aim for: if the ball is sent through the unit's vertical ring, it will automatically go through the basket's horizontal one. The firm says the "Sharp Shooter" will improve the accuracy of a player's "jump shots," "hook shots," and others. Priced under \$40. The company is seeking foreign agents. WRITE: Bob Mabry, President, Poudi International, Dept. CN, P.O. Box 1552, Altadena, California 91001 U.S.A.

BICYCLE TRAINER/EXERCISER MACHINE -- According to this firm, the "Wind Load Simulator" converts any bicycle into a stationary trainer/exerciser machine for year-round indoor use. The bicycle's rear wheels power special blower fans which, it is said, duplicate wind resistance the user would encounter "on the road" at the same pedalling speed. The fans also cool the user's legs. Retails for \$120. Agents, distributors sought. WRITE: Charles Wurster, Vice-President/Sales, Racer-Mate, Inc., Dept. CN, 3016 Northeast Blakely, Seattle, Washington 98105 U.S.A.



NEW FAMILY WORD-GAME -- "Roots," a new word-game designed for anyone 8 years old or older can be played "solitaire" or with additional players. The firm states that "Roots" is more enjoyable than other card games, such as poker and rummy. It pits one player's intelligence directly against that of the others. A successful "challenge" can win points, a mistaken one loses points. A player's "roots" (family name) can help to win the game. Priced from \$5. Agents and distributors are actively sought. WRITE: Louis F. Petrossi, Owner, Heritage Products, Ltd., Dept. CN, 1826 Castenada Drive, Burlingame, California 94010 U.S.A.

PRODUCTOS NUEVOS DE LOS ESTADOS UNIDOS

El Departamento de Comercio ha seleccionado la siguiente información para su distribución por el Servicio de Información de Productos Nuevos. Esta información se ofrece también, selectivamente, a la VOA para su diseminación mundial. Aunque se cree que las compañías mencionadas en Commercial News U.S.A. son de confianza, ni el gobierno de los Estados Unidos ni sus representantes asumen responsabilidad por la exactitud de las descripciones de los nuevos productos, que se basan en los datos suministrados por las compañías. Se incluyen deliberadamente productos técnicos para procurar su aplicación en todos los mercados. Deben reproducirse tantas descripciones de productos nuevos como sea posible

HERRAMIENTA SENCILLA PARA MEDIR LA PRESIÓN DEL AIRE EN LOS NEUMÁTICOS -- La baja presión del aire, que es la causa principal de desgaste de las llantas neumáticas, se puede comprobar de una mirada con el "Vis-Air Tire Pressure Indicator". Este indicador, que se instala en lugar de un tapón de válvula corriente, muestra una varilla verde, claramente visible, cuando la presión es normal; cuando la varilla desaparece, es señal de que la presión es demasiado baja. El indicador no tiene escapes y ofrece una manera segura de evitar el desgaste de los neumáticos y prevenir accidentes. Cada indicador se ajusta en la fábrica según su uso: camiones, automóviles, bicicletas, motocicletas, aviones, etc. Precio: de 3 a 7 dólares. Se aceptan solicitudes de agencia. Escribese a Wilson Fahad, President, Spring Air of California, Dept. CN, 9625 Cozycroft Street, Chatsworth, California 91311 U.S.A. (Fotografía 12)

MÁQUINA PORTÁTIL PARA LA PRODUCCIÓN DE DIVERSOS MATERIALES DE CONSTRUCCIÓN -- El "Mold Master" es una máquina movida a mano que produce una gran variedad de artículos de albañilería -- ladrillos, bloques de cemento, baldosas para patios, postes de hormigón y bloques de adobe. Todos ellos se pueden teñir de diversos colores para que tengan un efecto atractivo donde se instalen. El "Mold Master" hace 3.600 ladrillos por hora sobre cualquier superficie dura y nivelada; esa producción es suficiente para cubrir en pocas horas los suelos de una casa de 135 metros cuadrados, y además con un ahorro muy grande. La máquina es transportable y su precio es de 3.000 dólares. Se buscan agentes. Escribese a D. E. Dunlap, Export Director, Methods Manufacturing, Dept. CN, Route 1, Box 879, Cape Girardeau, Missouri 63701 U.S.A.

DISPOSITIVO CENTRADOR PARA EMBOTELLADORAS -- Toda embotelladora que tenga problemas de rotura de botellas en sus máquinas debe considerar el "Hartness Positive Centering Device". Según el fabricante, la rotura de botellas y los daños a la maquinaria causados por el contacto de los tubos con el vidrio, quedan virtualmente eliminados con este dispositivo. Estos aparatos de acero inoxidable sirven para botellas de todos los tamaños y, en la actualidad, para todas las embotelladoras de fabricación norteamericana. La compañía desea ponerse en comunicación con productores de bebidas refrescantes, vinos, alimentos, etc., o con posibles agentes distribuidores. Precio: 110 dólares la válvula. Escribese a Bernard McPheely, Hartness

International, Inc., Dept. CN, P.O. Box 4667, Park Place, Greenville, South Carolina 29608 U.S.A. (Fotografía 15)

DISPOSITIVO PARA ASERRADEROS QUE REDUCE EL DESPERDICIO -- Se anuncia la creación del "Autoset Attachment", un dispositivo que reduce las pérdidas debidas a los cortes defectuosos en los aserraderos. Se ofrecen dos modelos. El "Autoset No. 1" usa una "cortina de luz" para calcular la longitud y el perfil cónico del leño en la carretilla, a fin de ajustar la sierra para el mejor corte posible. El "Autoset No. 32" se vale de un láser para determinar automáticamente el mejor corte. Estos dispositivos, que se pueden ajustar tanto a instalaciones nuevas como a las existentes, aumentan la recuperación hasta en un 10 por ciento. Precio: de 20.000 a 60.000 dólares. Escribese a Dave Willcox, Albany International, Inc., Dept. CN, P.O. Box 788, Albany, Oregon 97321 U.S.A. (Fotografía 14)

ACCESORIO PARA AHORRAR AGUA EN LOS INODOROS -- Los "Long Life Water Savers" son unas planchas de latón que se instalan en el depósito del agua de cualquier inodoro corriente y ahorran cerca de ocho litros de agua cada vez que se usan. Esto da un promedio de más de 75.000 litros al año para una familia de cuatro personas. Las planchas de metal tienen en los bordes sellos de espuma de neopreno, y están diseñadas para que permanezcan siempre en su lugar, con lo cual crean una reserva de agua que no se puede expulsar. No hay ninguna pérdida de eficacia de funcionamiento. Precio: menos de cinco dólares. Se buscan agentes y distribuidores. Escribese a George Johnson, President, G & E Products, Inc., Dept. CN, 2082 South Grand Avenue, Santa Ana, California 92705 U.S.A. (Fotografía 7)

MONITOR CLÍNICO PORTÁTIL -- El "EMG (Electro-miográfico) 3000 Biofeedback" es un instrumento de bolsillo, para uso clínico y doméstico que, según el fabricante, ofrece los últimos adelantos técnicos en su ramo. Se usa como auxiliar en los tratamientos de reeducación y de relajamiento muscular; da información inmediata, clara y precisa acerca de la actividad muscular, mediante indicadores visuales y audibles. Además, mediante una construcción especial, rechaza automáticamente las interferencias (como transmisores de radio, lámparas fluorescentes, etc.), y es sencillo de aplicar, puesto que no exige una complicada preparación de la piel (por ejemplo, no se requiere la limpieza con alcohol, el lijado de la piel, etc.). Precio: 385 dólares. Se buscan agentes. Escribese a Barry Carver, Technical Marketing Director, Staodynamics, Inc., Dept. CN, 601 South Bowen Street, Longmont, Colorado 80501 U.S.A. (Fotografía 5)

PROTECTOR DE COLCHONES DE NUEVO DISEÑO -- Esta compañía anuncia haber inventado un nuevo proceso de manufactura que por primera vez, produce un protector de colchón sin puntadas ni acolchados. La compañía garantiza incondicionalmente la duración de los protectores todo el tiempo que dure el colchón. Se pueden lavar y secar a máquina para la mayor sanidad. Estos protectores para camas sencillas, dobles y extragrandes cuestan de 2,35 a 4,50 dólares cada uno. Útiles a particulares e instituciones (hoteles, hospitales, etc.). Se buscan agentes. Escribir: Warren Roth, Vice President, M. S. W. Enterprises, Dept. CN, P.O. Box 4313, Honolulu, Hawaii 96813 U.S.A.

MÁQUINA PARA FABRICAR CAJONES PARA MUEBLES -- Se buscan agentes y distribuidores para este singular producto, la única máquina que hace todas las operaciones necesarias para fabricar cajones de madera para toda clase de muebles. Con este "Model 200 Drawer Machine", un solo operario controla todas las operaciones (ranurado, ensamblado, estriado y contorneado). El fabricante dice también que la máquina reduce el tiempo de producción hasta en un 60 por ciento. Se recomienda a los fabricantes de muebles de madera. Precio: 5.375 dólares. Se buscan agentes. Escribir: Dr. Carmo M. Fernández, President, Transworld Trading Company, Dept. CN, 1018 East Carson Drive, Tempe, Arizona 85282 U.S.A. (Fotografía 3)

ALTAVOZ TELEFÓNICO PARA OPERACIONES MINERAS -- En las minas subterráneas son necesarias las precauciones más extremas, y este altavoz telefónico de acero inoxidable, llamado "LOUDMOUTH" está especialmente construido para el uso seguro y efectivo en las minas. Consiste en un amplificador de la voz y en un interruptor de estado sólido de corriente directa. Este aparato es de construcción sólida y tiene una larga vida de baterías. Precio: de 240 a 260 dólares. El LOUDMOUTH pesa solamente 7,7 kilos con baterías. La compañía busca distribuidores en el extranjero. Escribir: Dennis M. Freda, Accounting Manager, ComTrol Corporation, Dept. CN, P.O. Box 306, Irwin, Pennsylvania 15642 U.S.A. (Fotografía 10)

SISTEMA MODULAR DE CULTIVO HIDROPÓNICO -- Este sistema hidropónico modular, que se dice que es el primero del mundo, ofrece rendimientos de cinco a quince veces mayores que los que se obtienen en el cultivo ordinario. El sistema es autónomo y aplicable a la agricultura comercial, pero suficientemente ligero para su instalación en azoteas. Usa grava y elementos nutrientes disueltos para sostener una población de plantas más densa que en el suelo corriente. Además, su construcción especial reduce las exigencias de mano de obra, agua y abono. Precio: de 20 a 28 dólares por 30 centímetros lineales. Útil para agricultores, floristas, productores de alimentos, etc. Escribir: Lindsay Audin, Communications Director, Homeland Industries, Inc., Dept. CN, 95 Evergreen Avenue, Brooklyn, New York 11206 U.S.A. (Fotografía 11)

DIAGNÓSTICO ELECTRÓNICO DE LA PREÑEZ EN LAS VACAS -- El problema está en identificar a las vacas preñadas, antes de perder dinero en la venta de vacas preñadas o en el cuidado de las improductivas. La solución es el "Cow Pregnosticator", un instrumento de electrónica sólida que advierte externamente la preñez en el ganado. Este aparato sencillo sustituye al reconocimiento manual, que es lento y a veces peligroso, e informa al operario, dentro de los 30 ó 35 días de la cópula, si la vaca está preñada o no. Se dice que acierta en el 90 ó 95 por ciento de los diagnósticos. Precio: de 2.000 a 2.980 dólares. Útil para ganaderos y veterinarios. La compañía busca representantes o distribuidores. Escribese a Betty Simmons, Director, Liaison International, Inc., Dept. CN, 876 Ventura Street, Aurora, Colorado 80011 U.S.A. (Fotografía 8)

NUEVO DISPOSITIVO PARA COMBATIR LOS INSECTOS DEL GANADO -- El "Ranch Hand Insect Control Drum" ofrece al criador de animales un medio económico y rápido para combatir eficazmente los insectos atraídos por el ganado. El aparato consiste en un tambor pequeño que se llena de un azúcar granulado especial y se cuelga del cuello del animal. El tambor está hecho para que el

azúcar se transforme en un jarabe que atrae y mata a las moscas, garrapatas y piojos. El tambor protege continuamente durante un año cada vez que se llena. Precio: 2,50 dólares F.O.B. Fort Worth, Texas. Se buscan activamente agentes y distribuidores. Escribase a Lee Cuny, Director of Marketing, Capricorn Industries, Ltd., Dept. CN, P.O. Box 1373, Shawnee, Oklahoma 74801 U.S.A. (Fotografía 1)

PURIFICADOR PORTÁTIL DEL AGUA -- El fabricante cree que éste es el primer aparato completamente portátil que potabiliza las aguas contaminadas o salobres, incluyendo las del mar. Este potabilizador, el "SweetWater", es aproximadamente del tamaño de un climatizador de ventana, no necesita más fuerza que un televisor portátil, y puede funcionar con energía del viento o solar. El operario no tiene más que hacer que apretar un botón, y el aparato separa las sales, los virus, las bacterias, los pesticidas, y demás contaminantes, de un volumen de hasta 750 litros diarios. Se buscan representantes. El precio es de 4.000 dólares. Escribase a Roy M. Dudley, Vice President/Planning, Allied Water Corporation, Dept. CN, Pier 5, South, San Francisco, California 94111 U.S.A. (Fotografía 6)

APARATO CASERO DE DEPURACIÓN DE AGUAS FECALES -- El "Multi-flo Household Sewage System" es un aparato que depura las aguas fecales y sobrantes de una casa; lo que mana de él es un líquido claro e inodoro. La materia orgánica se separa con una eficiencia del 85 por ciento, por medio de filtros y de bacterias aerobias que digieren los desperdicios. Esta cifra se compara favorablemente con la eficiencia del 25 al 40 por ciento que rinden los pozos sépticos corrientes. El "Multi-Flo", que se vende a un precio que varía entre los 1.350 y los 2.000 dólares, es fácil de instalar, y funciona silenciosamente y con poco gasto. Se sugiere para los dueños de casas, los campamentos de casas-remolques, y los constructores. Se buscan agentes. Escribase a Don Kolesar, Export Manager, Tait International Ltd., Dept. CN, 500 Webster Street, Dayton, Ohio 45404 U.S.A. (Fotografía 17)

TEATRO DE HISTORIETAS PARA NIÑOS -- El "Movie Hut" es un teatro en miniatura, que funciona insertándose una moneda, y que muestra películas de dibujos animados, sonoras y en color, de 9 milímetros. La idea es de que este teatrillo, instalado en un centro comercial o en una tienda, hotel, etc., llame la atención de los niños y les distraiga mientras sus padres van de compras o llevan a cabo cualquier otra gestión. También hay un modelo que funciona sin que se le ponga dinero, y que se sugiere para los servicios médicos u odontológicos, los lugares de recreo, etc. El "Movie Hut" hace que el niño (y también los padres) esté mejor dispuesto a visitar tiendas, hospitales, etc. El precio varía entre los 1.000 y los 2.400 dólares. Se solicitan representantes. Escribase a Gary J. Miller, Movie Hut, Inc., Dept. CN, P.O. Box 95, Elkland, Missouri 65644 U.S.A. (Fotografía 13)

ZAPATAS DE FRENO DE BICICLETAS PARA TODAS LAS CONDICIONES -- La empresa Kool Stop dice haber alcanzado una nueva norma de calidad en zapatas para frenos de bicicleta con el "Kool Stop Safety Brake". Estas zapatas están hechas de aluminio y van ligadas firmemente a un compuesto especial de caucho. La resistencia al desgaste de este freno es muy buena, como también la fricción que produce, así es que con estas zapatas se frena con seguridad, incluso cuando el piso está mojado. El freno "Kool Stop" lleva también tres grandes

aletas de enfriamiento, las cuales disipan las acumulaciones de calor destructivas. El patín de freno de esta marca, que es ideal para las bicicletas de carreras, se vende a 6,50 dólares el par. Se buscan distribuidores en el extranjero. Escribábase a David Thompson, Vice President and Sales Director, Kool Stop International, Inc., Dept. CN, P.O. Box 613, Beaverton, Oregon 97005 U.S.A. (Fotografía 2)

TALADRO PARA PEQUEÑOS POZOS DE AGUA -- El "Mini-Drill" es un taladro que facilita la extracción del agua en lugares donde es a la vez indispensable y difícil (o costosa) de obtener. Este taladro perfora pozos para la instalación de tuberías de 5 centímetros de diámetro a una profundidad de hasta 60 metros. Según el fabricante también sirve para sacar núcleos y muestras del suelo, como pudieran necesitarse en la construcción o en la exploración. El taladro funciona con un motor de gasolina de tres caballos, y sólo necesita un operario. Un regulador, que se mueve con el pulgar, es su único mando. El funcionamiento es eficiente, porque está montado cuidadosamente y porque dispone de excelentes brocas de carburo de tungsteno o, si se piden, de diamante. Precio: 1.200 dólares. Se sugiere para los agricultores y otros residentes en zonas rurales. Se desean agentes distribuidores. Escribábase a George A. Stott, International Marketing Manager, Clayton Mark International Division, Dept. CN, 143 East Main Street, Lake Zurich, Illinois 60047 U.S.A. (Fotografía 16)

APARATO DE SEGURIDAD PORTÁTIL PARA RESIDENCIAS, VEHÍCULOS, ESCRITORIOS, ETC. Una vez que se monta el sistema de alarma electrónico "Protektor", la más ligera vibración lo activa, y hace sonar un chillido fortísimo, como una alarma de policía. La sensibilidad a las vibraciones se ajusta al nivel que se desee. Una vez disparada la alarma suena durante dos minutos, y entonces se calla y se vuelve a armar automáticamente. Para que no suene, sólo sirve una clave secreta de control; hay una tardanza de veinte segundos después de armarse, a fin de que el dueño salga de la zona protegida. El "Protektor" electrónico es pequeño y liviano y se puede instalar en escritorios, archivadores, gabinetes de medicamentos, etc. El precio es de \$15. Se solicitan agentes en el extranjero. Escribábase a Clete Berning, Vice President, Suburban Electronics, Dept. CN, 1250 W. Dorothy Lane, Dayton, Ohio 45409 U.S.A. (Fotografía 4)

CAJA PARA RAQUETAS DE TENIS -- Hay una nueva caja para llevar las raquetas de tenis, hecha de un plástico duradero y liviano, con la que se transportan cómodamente dos raquetas, una lata de pelotas, y vendas para el sudor. La caja, que tiene dos pestillos, se queda estable en el suelo cuando se abre. El interior va completamente acolchado con una espuma protectora, y es de la forma adecuada para las raquetas y demás material. La compañía busca agentes o distribuidores para este producto, cuyo precio varía entre los 12 y los 15 dólares. Escribábase a Matthew J. Berenda, Vice President, Kustomold, Dept. CN, 14924 Downey Avenue, Paramount, California 90723 U.S.A. (Fotografía 9)

MEDIO ELECTRÓNICO PARA DESCUBRIR EL HIELO EN LAS CARRETERAS, LAS PISTAS DE AVIACIÓN, ETC. -- El nuevo aparato "Scan 7000" escudriña continuamente las condiciones de superficies tales como un trecho de carretera o una pista de aterrizaje, funciones esenciales de seguridad. Un solo sensor, que no se calienta, transmite toda la información necesaria a un tablero de aviso, donde aparecen la temperatura del aire y la de la superficie, y las condiciones del terreno, tales como la formación de hielo o de escarcha. Según la empresa,

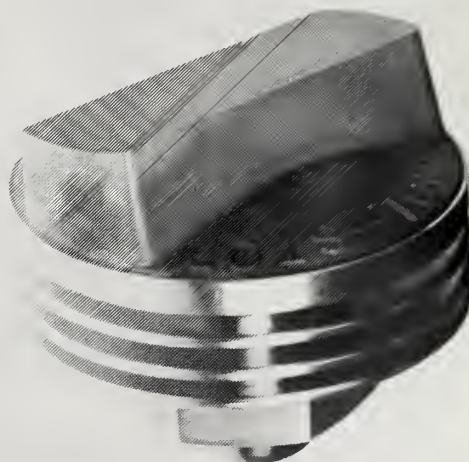
esta vigilancia aumenta la seguridad y se reducen claramente los gastos; de las sustancias que se aplican para combatir el hielo, y de las demás medidas de protección. El precio es de 5.000 a 10.000 dólares. Se buscan agentes. Escribase a Jerry R. Waldman, Vice President/Marketing, Surface Systems, Inc., Dept. CN, 8144 Brentwood Industrial Drive, St. Louis, Missouri 63144 U.S.A.

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FOTOGRAFIA/PHOTOGRAPHIE

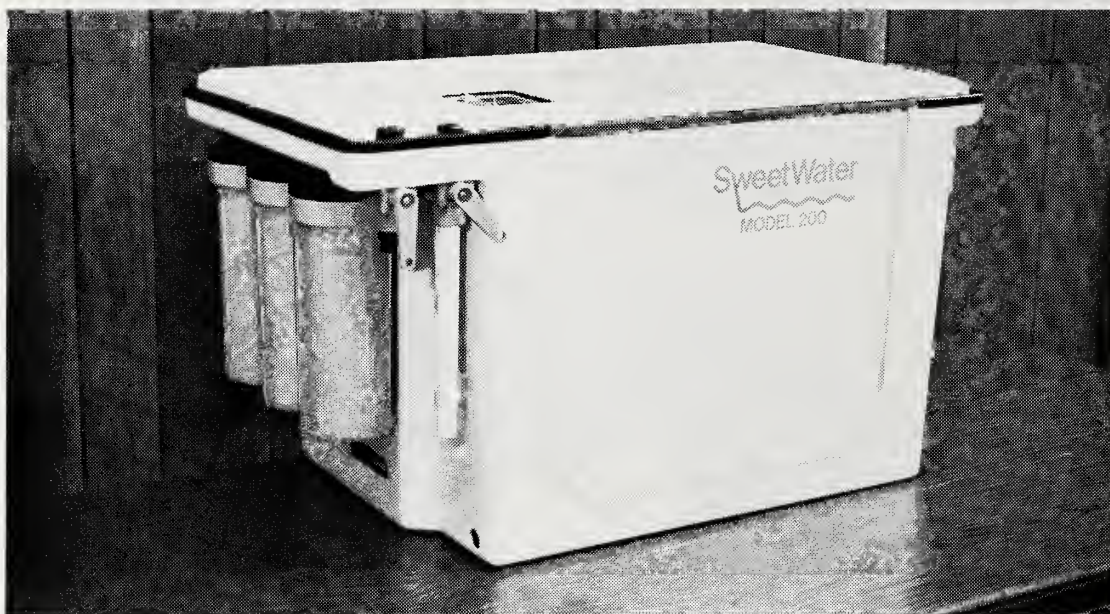
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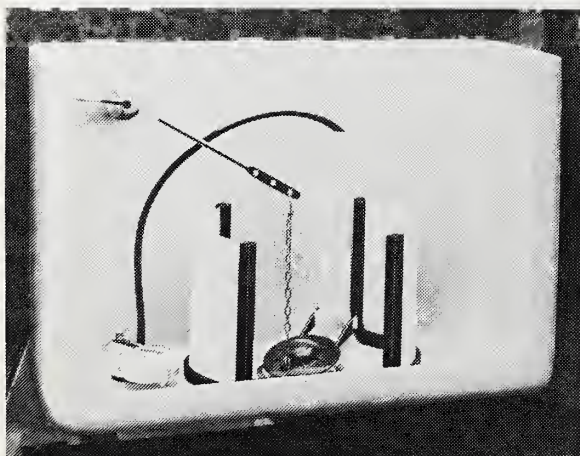
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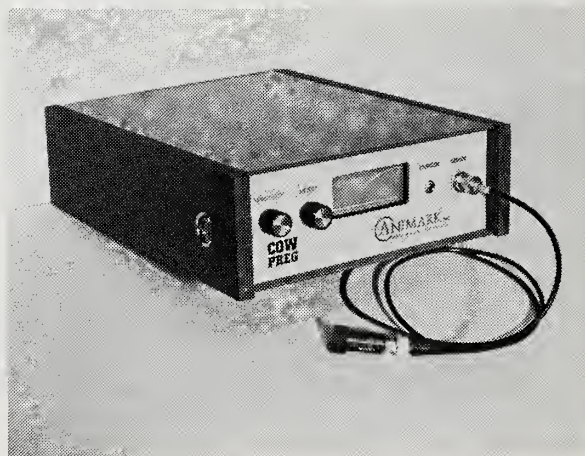
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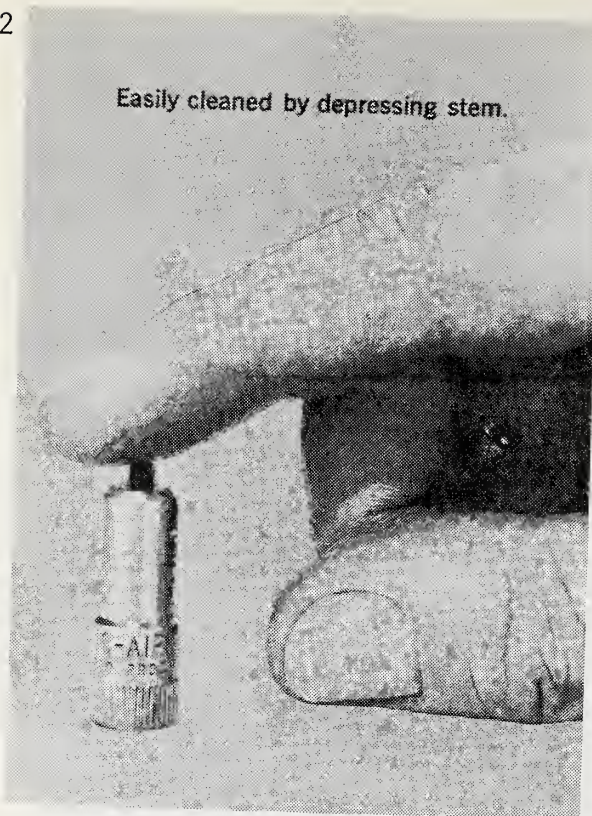


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Easily cleaned by depressing stem.

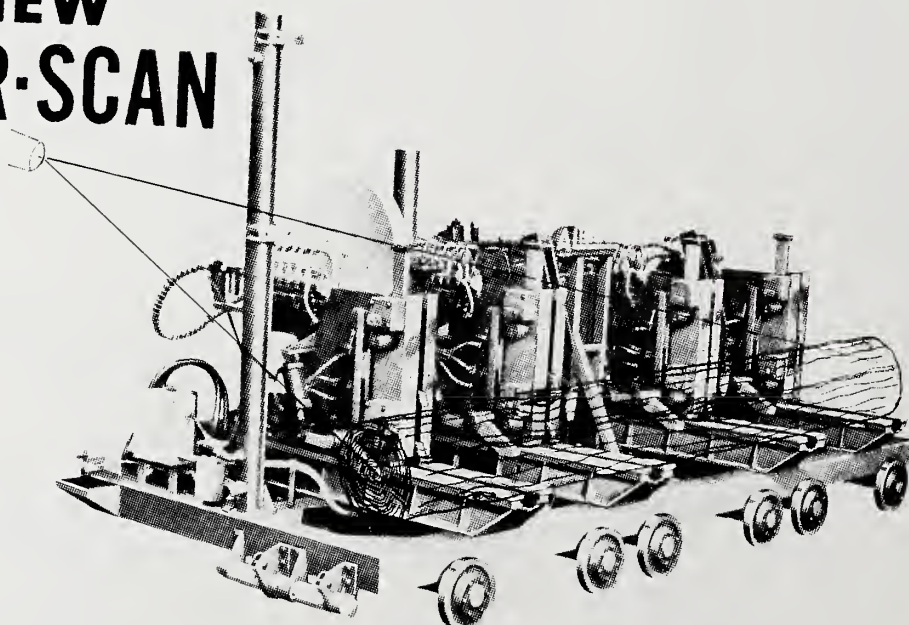


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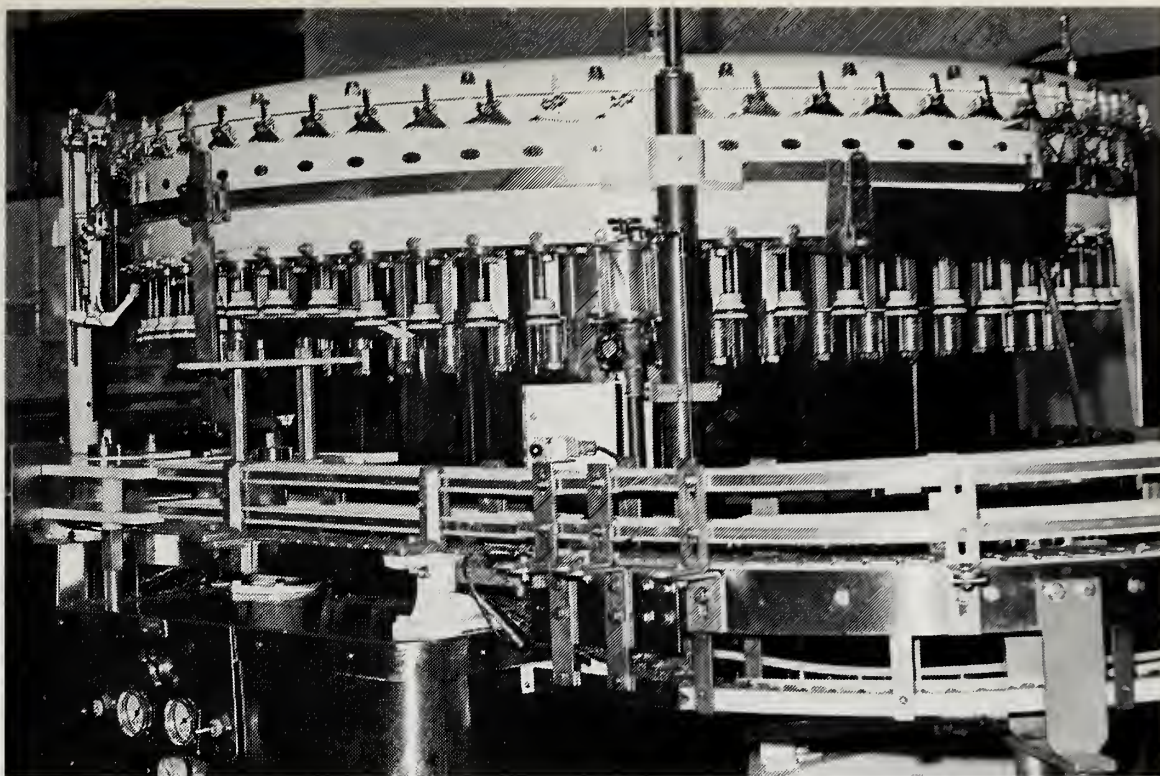
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**ALL NEW
LASER-SCAN**

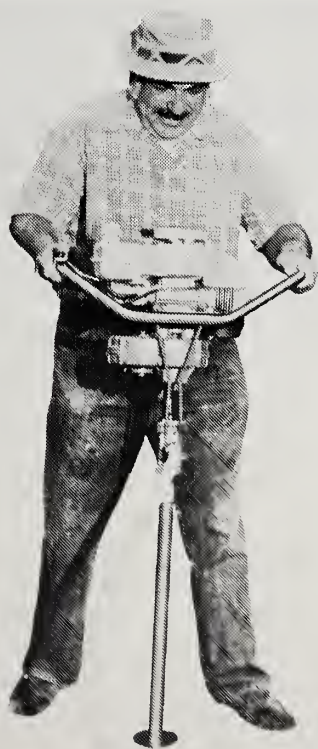


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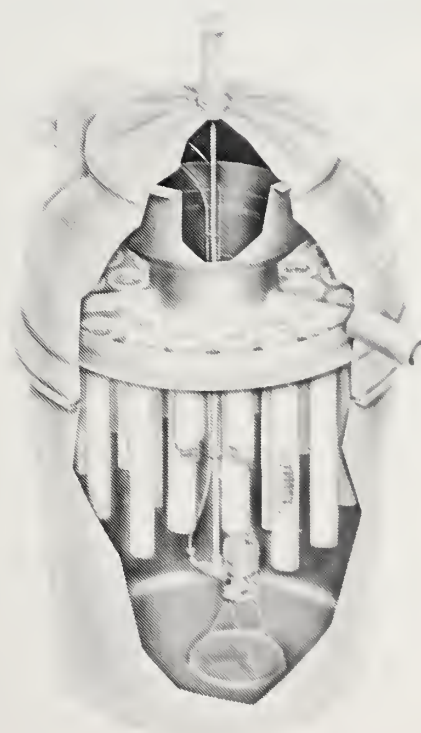
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NOUVEAUX PRODUITS AMERICAINS

Les renseignements présentés ci-après sur les nouveaux produits ont été retenus par le Département du Commerce pour une promotion par l'entremise du New Product Information Service (NPIS). Certains de ces renseignements sont également communiqués par les fournisseurs à la Voix de l'Amérique pour être diffusés à travers le monde. Les firmes mentionnées par Commercial News USA sont jugées dignes de confiance, mais le gouvernement américain ou ses représentants ne sauraient être tenus responsables de l'exactitude de descriptions de nouveaux produits fondées sur des renseignements fournis par les firmes américaines dont les noms figurent dans ce bulletin. Les descriptions présentées portent sur des produits de caractère technique et non technique afin de pouvoir être diffusées le plus largement possible. Vous êtes priés de reproduire le plus grand nombre possible de ces descriptions.

JAUGE SIMPLE POUR MESURER LA PRESSION DANS LES PNEUMATIQUES - Une trop faible pression de l'air dans les pneumatiques, la cause la plus importante de l'usure de ces derniers, peut être détectée d'un simple coup d'oeil grâce au "Vis-Air Tire Pressure Indicator". Il remplace le bouchon de valve ordinaire; un indicateur vert est visible quand la pression des pneumatiques est normale. S'il disparaît, c'est que la pression est trop faible. Ce dispositif est à l'abri des fuites, précise le fabricant ; il offre donc un moyen sûr de prévention de l'usure des pneus et des accidents. Les dispositifs sont montés à l'usine pour les camions, automobiles, bicyclettes, motocyclettes, avions, etc. Leur prix varie de \$3 à \$7. Les demandes de renseignements émanant des agents de distribution recevront toute l'attention nécessaire. S'adresser à : Wilson Fahad, Président, Spring Air of California, Dept. CN, 9625 Cozycroft Street, Chatsworth, California 91311, Etats-Unis d'Amérique. (Photographie 12)

MACHINE PORTATIVE POUR LA FABRICATION DE BRIQUES ET DE BLOCS - Le "Mold Master" est un appareil de fonctionnement manuel destiné à la fabrication de toute une gamme de produits de maçonnerie : briques et blocs de ciment, dalles de terrasses, piliers de barrières en béton, blocs de terre cuite de style mexicain et moulages selon les spécifications du client. Tous ces produits peuvent être colorés ou teints de la couleur désirée afin d'obtenir les éléments de construction voulus. En utilisant une surface dure et plane quelconque (y compris le sol) le "Mold Master" peut produire jusqu'à 3 600 briques à l'heure, soit une quantité suffisante pour couvrir une maison de 135 m² en quelques heures, en réalisant une économie considérable. Cette machine portative coûte 3 000 dollars. On recherche des agents commerciaux. S'adresser à : D.E. Dunlap, Export Director, Methods Manufacturing, Dept. CN, Route 1, Box 879, Cape Girardeau, Missouri 63701, Etats-Unis d'Amérique.

DISPOSITIF DE CENTRAGE POUR LES APPAREILS DE REMPLISSAGE DES BOUTEILLES - Toute usine de mise en bouteille qui désire éliminer le bris de verre dans ses machines devrait envisager d'utiliser le "Hartness Positive Centering Device". Son fabricant déclare que les dégâts subis par les bouteilles et les machines et résultant du contact entre l'évent et les bouteilles sont pratiquement éliminés. Ces dispositifs en acier inoxydable peuvent servir, quelle que soit la taille de la bouteille, pour tous les appareils de rem-

plissage de fabrication américaine ou sous brevet américain actuellement utilisés. Cette société cherche à entrer en contact avec les producteurs de boissons non alcooliques, de vin, de produits alimentaires, etc., des agents commerciaux ou des distributeurs éventuels. Chaque dispositif coûte \$110. S'adresser à : Bernard McPheely, Hartness International, Inc., Dept. CN, P.O. Box 4667, Park Place, Greenville, South Carolina 29608, Etats-Unis d'Amérique. (Photographie 15)

ACCESSOIRE DE SCIERIE QUI MINIMISE LES DECHETS DE COUPE - Une entreprise a mis au point un accessoire appelé "Autoset Attachment" qui, selon elle, permet d'améliorer le rendement des scieries en réduisant la quantité de bois perdue lors de coupes défectueuses. Il existe deux modèles. L'"Autoset N° 1" utilise un "rideau lumineux" pour calculer la longueur d'une grume et régler le chariot ; il règle alors la position de la scie de façon à obtenir la meilleure coupe possible. L'"Autoset N° 2" utilise un système guidé par rayon laser pour déterminer automatiquement le meilleur mode de coupe. Ces systèmes peuvent être utilisés avec du matériel déjà existant et du matériel neuf ; ils permettent de récupérer jusqu'à 10 pour 100 du bois autrefois perdu. Prix de vente : de 20 000 à 60 000 dollars. S'adresser à : Dave Willcox, Albany International, Inc., Dept. CN, P.O. Box 788, Albany, Oregon 97321, Etats-Unis d'Amérique. (Photographie 14)

TELEPHONE D'APPEL POUR LES EXTRACTIONS MINIERES SOUTERRAINES - En raison des précautions considérables qu'il faut prendre dans les mines souterraines, ce téléphone d'appel en acier inoxydable, le "Loudmouth", est conçu de façon à fonctionner en toute sécurité dans un tel environnement. Il comprend un haut-parleur amplificateur, un amplificateur manuel et un commutateur entièrement transistorisé à courant continu. Sa construction est très robuste et les piles sur lesquelles il fonctionne ont une très longue durée assurant le maximum de service. Prix : de \$240 à \$260. Le "Loudmouth" ne pèse que 7,7 kg, piles comprises. Son fabricant recherche des distributeurs à l'étranger. S'adresser à : Dennis M. Freda, Accounting Manager, ComTrol Corporation, Dept. CN, P.O. Box 306, Irwin, Pennsylvania 15642, Etats-Unis d'Amérique. (Photographie 10)

SYSTEME DE CROISSANCE HYDROPONIQUE DE TYPE MODULAIRE - On pense qu'il s'agit là du premier système hydroponique de type modulaire. Ce nouveau produit promet un rendement de cinq à quinze fois supérieur à celui d'une terre ordinaire. Ce système autonome peut s'appliquer aux usages des cultures commerciales, déclare son fabricant, mais il est assez léger pour pouvoir être utilisé sur un toit. Il comprend du gravier et des éléments nutritifs dissous qui peuvent nourrir une croissance végétale plus dense que la terre ordinaire. En outre, sa construction particulière réduit la main d'oeuvre, l'eau et les engrais nécessaires. Prix : de 20 à 28 dollars pour une longueur de 30 cm. On recherche des distributeurs. Ce produit s'adresse aux exploitants agricoles, aux horticulteurs, aux producteurs de produits alimentaires, etc. S'adresser à : Lindsay Audin, Communications Director, Homeland Industries, Inc., Dept. CN, 95 Evergreen Avenue, Brooklyn, New York 11206, Etats-Unis d'Amérique. (Photographie 11)

SYSTEME PORTATIF DE PURIFICATION DE L'EAU - Le fabricant de cet appareil pense qu'il s'agit là du premier système entièrement portatif capable de transformer de l'eau saumâtre ou polluée (y compris l'eau de mer) en eau potable. Il a environ les dimensions d'un climatiseur de fenêtre. Ce système, appelé "SweetWater", n'est pas polluant et ne consomme pas plus d'énergie qu'un poste de télévision portatif ; il peut utiliser l'énergie éolienne ou solaire. L'opérateur n'a qu'à pousser le commutateur, déclare le fabricant, pour mettre l'appareil en marche et obtenir de l'eau sans sels, virus, bactéries, pesticides ou autres polluants, au rythme de 760 litres d'eau par jour. On recherche des agents commerciaux. Prix : 4 000 dollars. S'adresser à : Roy M. Dudley, Vice President/Planning, Allied Water Corporation, Dept. CN, Pier 5, South, San Francisco, California 94111, Etats-Unis d'Amérique. (Photographie 6)

SYSTEME AMELIORE DE PURIFICATION DES EAUX D'EGOUT DES MAISONS INDIVIDUELLES -

La purification des eaux d'égout des maisons individuelles ne présente aucune difficulté pour le "Multi-flo Household Sewage System" qui, selon son fabricant, donne un effluent incolore et inodore. On indique qu'il peut réduire les matières organiques avec un rendement de 85 pour 100 grâce à l'association d'un filtre et d'une bactérie aérobie particulière qui digère les déchets. Ces résultats se comparent de façon favorable à ceux qu'on obtient avec des fosses septiques de type traditionnel dont le rendement est de 25 à 40 pour 100. Ce système est d'installation facile, il fonctionne sans bruit et à bon marché. Prix du "Multi-flo" : de 1 350 à 2 000 dollars. Ses utilisateurs éventuels sont les propriétaires de maisons individuelles, les parcs de camping, les entreprises de travaux publics. On répondra aux demandes de renseignements adressées par les agents commerciaux. S'adresser à : Don Kolesar, Export Manager, Tait International Ltd., Dept. CN, 500 Webster Street, Dayton, Ohio 45404, Etats-Unis d'Amérique. (Photographie 17)

PATINS DE FREIN DE BICYCLETTE EFFICACES PAR TOUS LES TEMPS - Cette entreprise déclare avoir établi de nouvelles normes pour les patins de frein de bicyclette grâce au produit qu'elle vient de lancer sur le marché : le "Kool Stop Safety Brake". Il est en aluminium et fermement collé à un produit spécial à base de caoutchouc. Ce frein est très résistant à l'usage et a d'excellentes qualités de friction qui permettent de bien freiner, même quand il pleut. Il comprend également trois grandes ailettes de refroidissement destinées à réduire l'accumulation de chaleur qui a des effets destructeurs. Il est idéal pour les bicyclettes de course. Prix : 6,50 dollars la paire. On recherche des agents commerciaux à l'étranger. S'adresser à : David Thompson, Vice President and Sales Director, Kool Stop International, Inc., Dept. CN, P.O. Box 613, Beaverton, Oregon 97005, Etats-Unis d'Amérique. (Photographie 2)

PETIT INSTRUMENT DE FORAGE DE PUIITS - Quand il est difficile ou coûteux d'obtenir de l'eau, par ailleurs indispensable, le "Mini-Drill" portatif permet de forer facilement un puits et d'installer des bâtis de 5cm à une profondeur pouvant atteindre 60 m. Son fabricant déclare que ce dispositif est aussi efficace pour les sondages et le prélèvement d'échantillons de sol

par les entrepreneurs de travaux publics et les ingénieurs. Il est alimenté par un moteur à essence de 3 CV et ne réclame qu'un seul opérateur (un simple régulateur digital assure le contrôle) ; son efficacité est due à l'excellent montage du foret et ses mèches en carbure de tungstène et de diamant (facultatif). Prix : 1 200 dollars. Il peut être utilisé par les exploitants agricoles et autres habitants des régions rurales. On recherche des agents commerciaux et des distributeurs. S'adresser à : George A. Stott, International Marketing Manager, Clayton Mark International Division, Dept. CN, 143 East Main Street, Lake Zurich, Illinois 60047, Etats-Unis d'Amérique. (Photographie 16)

SYSTEME DE SECURITE PORTATIF POUR LES RESIDENCES, LES VEHICULES, LES BUREAUX, ETC. - Une fois que le "Protektor", système d'alarme électronique, est en marche, la moindre vibration déclenche un signal sonore de tonalité perçante, semblable à la sirène de la police. Cette sensibilité aux vibrations peut être réglée pour n'importe quelle application. Une fois déclenché, cet appareil sonne pendant deux minutes, s'arrête et se remet en marche automatiquement. Seul un "code de contrôle" secret permet de l'arrêter avant cela. Un temps mort de 20 secondes permet au propriétaire de quitter les lieux ainsi protégés. Le "Protektor" électronique est assez petit et léger pour pouvoir être utilisé sur les bureaux, classeurs d'archives et même les armoires à pharmacie. Prix : 15 dollars. On recherche des agents commerciaux à l'étranger. S'adresser à : Clete Berning, Vice President, Suburban Electronics, Dept. CN, 1250 West Dorothy Lane, Dayton, Ohio 45409, Etats-Unis d'Amérique. (Photographie 4)

APPAREIL POUR LA LUTTE CONTRE LA PRESENCE D'INSECTES SUR LE BETAIL - Le "Ranch Hand Insect Control Drum" permet aux éleveurs de bétail et de chevaux de réaliser une économie de temps et d'argent en luttant de façon efficace contre les insectes qui parasitent le bétail. Avant d'être accroché au cou de l'animal, ce petit baril est rempli d'un sucre cristallisé spécial qui attire les mouches. Il est conçu de telle façon que le sucre se transforme en sirop qui attire et tue les mouches, les tiques et les poux. Une fois rempli, ce petit baril assure une protection continue pendant un an environ. Prix : 2,50 dollars f.o.b. Fort Worth (Texas). On recherche activement des agents commerciaux, des distributeurs et des négociants. S'adresser à : Lee Cuny, Director of Marketing, Capricorn Industries, Ltd., Dept. CN, P.O. Box 1373, Shawnee, Oklahoma 74801, Etats-Unis d'Amérique. (Photographie 1)

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The preceding "New Products USA" section in Spanish and French continues the experimental Commerce/ICA effort which began in the September/October issue of Commercial News USA. For further details, Foreign Service Officers are referred to the open letter found on the inside front cover of that issue. Since continuation, and possible expansion, of these translations depend on their value to French and Spanish-speaking posts, we encourage the Foreign Service to advise us concerning the usefulness of this service. Comments and suggestions are welcomed.

LICENSING AND INVESTMENT PROPOSALS

The following firms have contacted the U.S. Department of Commerce and specifically requested assistance in locating overseas agents, distributors, joint ventures, etc. Please publish this information in the Commercial Newsletters. If the post does not publish a Newsletter, please disseminate this information to the local business community through all available channels.

ENERGY-SAVING PRODUCT -- Seeks licensees to produce and distribute the "Thermal Master System" with residential and commercial application. Use of the system will reduce consumption of fuel on most existing gas and oil fired equipment and can also be effectively incorporated into the design of original equipment. With no moving parts, the unit increases combustion efficiency and shows savings in the off cycle as well. WRITE: Mark M. Trilling, Vice President, Thermal Master, Inc., Dept. CN, 2206 Wellington Court, Lisle, Illinois 60532 U.S.A.

BUSINESS ASSOCIATES SOUGHT FOR EXPORT MARKETING SERVICES -- An international marketing company with offices in various U.S. cities, representing manufacturers of a wide range of industrial and consumer products desires joint ventures. Foreign associates would identify and appoint local agents and distributors for American products. Fluency in English and knowledge of import/distribution methods are required. WRITE: Charles H. English, President, EXTRAD, Inc., Dept. CN, One Maritime Plaza, San Francisco, California 94111 U.S.A.

PROJECT MANAGEMENT FOR DESIGN OR CONSTRUCTION -- A large New York based project management company seeks joint venture with engineering-construction or architectural/engineering firms for projects in the international field. Company has a long history of responsibility for management and operation of large buildings and complexes, and can offer structural designs and proven cost systems that will enable foreign firms to increase their contract capacity. WRITE: Donald Ryerson, Cushman & Wakefield, Inc., Dept. CN, 529 Fifth Avenue, New York, New York 10017 U.S.A.

EXTRUSION PLANT -- An extrusion plant suitable for use with copper, aluminum or plastic is available for a continuous casting manufacturing facility. The U.S. group will consider a joint venture or other suitable collaboration as well as outright sale. The Plant is capable of producing round or square billets, 48 to 72 in (122-183 cm) in length, at a maximum rate of 80 in (203 cm) per minute. WRITE: Shirley Onie, Marketing Director, Embassies International Ltd., Dept. CN, 1101 Vermont Avenue, N.W., Suite 300, Washington, D.C. 20005 U.S.A.

PRE-ENGINEERED STEEL HOMES AND BUILDINGS -- Investors are sought for joint venture to build plants to construct pre-engineered and pre-assembled steel homes. Plans are adjustable for hospitals, small plants and business offices. Firm reports the structures are fireproof and well insulated, as the interior is made of pre-decorated vinyl-faced gypsum board. Exterior finishes may be stucco, gunnite or brick. WRITE: William H. Abbott, President, IBES Enterprises, Dept. CN, P.O. Box 1057, Titusville, Florida 32780 U.S.A.

LIGHTWEIGHT THERMOPLASTIC MEAT HOOKS, TWO SIZES -- The large and small meat hooks are made of thermoplastics that have the tensile strength of steel. The strengthening ribs at stress points of the hooks give them the strength necessary to tolerate the swinging and jerking of suspended meat, without breakage, during transportation and processing. The firm indicates "jerk" strength of hooks to exceed 1,100 lbs (495 kgs). The material from which the hooks are made have no value to thieves as do steel hooks. They reduce the hauling weight normally taken by steel hooks. Small hook priced \$1.25. Large hook priced \$3.50. Firm seeks agents, distributors and licensees. WRITE: Steve Reynolds, Elsar Industries, Dept. CN, 509 South Fern, Wichita, Kansas 67214 U.S.A.

TECHNICAL "KNOW-HOW" OFFERED FOR PREFABRICATED LIBRARIES -- This firm has developed a series of new processes for mass production of educational libraries. These processes use prefabricated buildings made almost entirely of petrochemical by-products. Sections will be prefabricated in the U.S. and shipped overseas to an assembly plant. The libraries include standardized, computer-controlled book collection systems. The firm can produce one 10,000-volume library daily. Product is ideal for developing countries needing standardized school libraries quickly. WRITE: Theodore G. Schweitzer, III, International Library Consultants, Dept. CN, P.O. Box 22121, Honolulu, Hawaii 96822 U.S.A.

CONCRETE BLOCK -- Firm wishes to license its patents and technology for the exclusive manufacture of its Walton "Energy Block." The company has developed a new design for concrete building blocks and the technology to fill the blocks with urethane. This insulated block has a 27.5 "R" factor and will substantially reduce energy costs for heating and cooling. It can be dry-stacked, with Q-Bond applied, instead of mortar. A joint venture will be given consideration. WRITE: Howard J. Snyder, Howard Sales Company, Dept. CN, 12345 E. Rush Street, South El Monte, California 91733 U.S.A.

PIVOT SPRINKLER -- The manufacturer seeks licensees and/or distributors to market its self-propelled irrigation pivot sprinkler. The system features a powerful planetary gear drive which has no exposed moving parts and guarantees smooth, continuous service. According to the manufacturer, the highly efficient drive insures a longer life and lower maintenance cost. If service is ever needed, the system is easily accessible. WRITE: Mr. Clair A. Callan, Callan-Washington, Dept. CN, 910 17th Street, N.W., Washington, D.C. 20006 U.S.A.

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TRADE AND TECHNICAL LITERATURE



Please publish the following information in the post's Commercial Newsletter. If the post does not have a Newsletter, please disseminate this information to the local business community through any appropriate means.

CATALOG FEATURES NEW SERIES OF PRODUCTS FOR COMPRESSED AIR SYSTEMS -- The "1978-79 Milton Industries' Catalog," a comprehensive guide to products in the automotive and industrial fields, now offers a complete line of filters, regulators and lubricators for air tools and machines. The firm emphasizes the lasting protection given by these vital service units and their ability to meet the increasing use of pneumatic equipment in industries. WRITE: Paul E. Moss, Inc., Dept. CN, 515 Rockaway Avenue, Valley Stream, New York, New York 11581 U.S.A.

INFORMATION AND GUIDANCE ON INTERNATIONAL TAX PLANNING AND BUSINESS OPERATIONS -- Corporations, organizations, and individuals outside the U.S.A. can benefit from "Tax Management--International," a series of studies of the tax and corporate aspects of business operations in selected foreign countries. The continuing Series is updated regularly and is accompanied by a monthly International Journal which reviews current world tax, fiscal and economic developments. Cost is \$225 annually. WRITE: Donald E. Broaddus, Tax Management Inc., Dept. CN, 1231 25th Street, N.W., Washington, D.C. 20037 U.S.A.

CURRENT DATA ON FOREIGN FOODSERVICE MARKETS -- The "Encyclopedia of World Markets" is a one-stop reference that includes statistics on such features as distribution processes; fast food and franchising abroad; world-wide hospitality; extensive association listings and more. The volume also includes data on market size and composition for food, equipment and supplies of major developed countries. Sells for \$85 via Airmail postpaid. WRITE: International Foodservice Manufacturers Association, Dept. CN, 875 N. Michigan Avenue, Chicago, Illinois 60611 U.S.A.

CATALOG FEATURES WIDE RANGE OF CUTTING TOOLS -- The October 31 "Pictorial Price Schedule" includes an extensive selection of industrial-quality cutting tools of carbide, cobalt, and "high speed" steel for all types of metal cutting operations. It lists a large assortment of tools for the aircraft and automotive industry and a convenient reference of decimal equivalents. WRITE: Martin Zelkind, New York Twist Drill Corporation, Dept. CN, 25 Melville Park Road, Melville, New York 11746 U.S.A.

CATALOG LISTS 30,000 MINERAL AND CHEMICAL PRODUCTS -- This 52-page booklet lists more than 30,000 of the firm's products. The pocket-sized publication includes: refined precious metals, non-metallic minerals, and other ores, metals, and minerals. The alphabetical listings run from abatement equipment to zirconium sponge. WRITE: Engelhard Minerals and Chemicals Corporation, Customer Service Department, Dept. CN, 2655 U.S. 22, Union, New Jersey 07083 U.S.A.

NEW BROCHURE ON GREENLEE
SAWS, HANDLES AND BLADES --

A special feature of this new catalog is an illustrated description of the Greenlee 333 "Silver Streak" hack saw. Pictured are such design elements as power booster handle, box-frame "backbone," and angled blade-mounting face. Also included are illustrated directions for converting the hack saw into a jab saw. WRITE: Greenlee Tool Company, Dept. CN, 2136 Twelfth Street, Rockford, Illinois 61101 U.S.A.



FREE LABORATORY INSTRUMENTS CATALOG -- The Summer 1978 issue of "Science Supply News" features 40 pages of products for the laboratory scientist. Products range from scientific calculators capable of handling algebraic, trigonometric, and statistical problems to precision kits for technicians, engineers and designers. WRITE: Markson Science, Inc., Dept. CN, 123 Oak Street, Del Mar, California 92014 U.S.A.

NEW CATALOG FEATURES AIR CLUTCH 'OBI' POWER PRESSES -- The open-back inclinable (OBI) power presses in the 18 to 19-ton (16.2-17.1 t) class are featured along with a descriptive illustration of the complete press assembly. Also included are charts listing all press models as well as the data necessary for selecting the press best suited to stamping or trimming operations. WRITE: Paul Gilke, Sales Manager, Walsh Press & Die Company, Dept. CN, 4709 West Kinzie Street, Chicago, Illinois 60644 U.S.A.

NEW CATALOG DESIGNED TO EASE THE TASK OF BOAT REPAIR AND MAINTENANCE -- This new catalog from Rule Industries presents the company's complete line of marine pumps, water systems, boat care and repair products. The four-color catalog is amply illustrated and detailed. WRITE: Rule Industries, Inc., Dept. CN, Cape Ann Industrial Park, Gloucester, Massachusetts 01930 U.S.A.

MAGAZINE OFFERS INFORMATION ON GLOBAL TRADE -- Published bi-monthly, TRADELOOK magazine provides its readers with commercial news, insights, and techniques designed to save time and money. Each issue, according to the publisher, brings together trade information from around the world in articles written by specialists with international reputations and professors at leading universities. Topics regularly covered include international trade, commodities trading, investment analysis, shipping, finance, and others. The cost to foreign subscribers is \$15 a year. WRITE: Dr. Basil Venitis, Editor, Tradelook Publishing Company, Dept. CN, 61-61 Woodhaven Boulevard, Suite 1H, Rego Park, New York 11374 U.S.A.

NEW AMERICAN EXPORT MAGAZINE -- International Business, an important U.S. commercial magazine, has announced the creation of a new publication entitled Made in U.S.A. Designed as the overseas counterpart of International Business, the new magazine will be an "export publication" intended for foreign executives interested in purchasing American-made products and services. In addition to advertisements by U.S. firms, Made in U.S.A. will feature editorial content dealing with many aspects of conducting business with the United States. The current subscription rates are \$25 (for 1 year) or \$40 (for 2 years). WRITE: Louis R. Despres, Publisher, International Business, Dept. CN, 14842 First Avenue South, Seattle, Washington 98168 U.S.A.

MERRY CHRISTMAS

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HAPPY NEW YEAR

A Guide to the Industry and Trade Administration

Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade, 377-2867
Stanley J. Marcuss, Senior Deputy Assistant Secretary, 377-5491

BUREAU OF EXPORT DEVELOPMENT, 377-5261 **W. Dean Moran, Deputy Assistant Secretary**

Office of Export Development, 377-5131
Merritt Freeman, Acting Director
Office of International Marketing, 377-4231
Richard Garnitz, Director
Office of Market Planning, 377-5291
Jonathan Menes, Director
Commerce Action Group for the Near East, 377-5341
Peter B. Hale, Director

BUREAU OF INTERNATIONAL ECONOMIC POLICY & RESEARCH, 377-3022

Abraham Katz, Deputy Assistant Secretary
Office of International Trade Policy, 377-5327
Frederick L. Montgomery, Director
Office of International Economic Research, 377-5638
Franklin J. Vargo, Director
Office of Int'l Finance & Investment, 377-4925
Vincent D. Travaglini, Director
Office of Foreign Investment in the U.S., 377-2175
Milton Berger, Director
Office of Country Affairs, 377-3695
Robert E. Simpson, Director

BUREAU OF EAST-WEST TRADE, 377-5251 **Kempton B. Jenkins, Deputy Assistant Secretary**

Office of East-West Country Affairs, 377-2076
Richard C. Scissors, Acting Director
Office of East-West Trade Development, 377-2543
James E. Murrin, Director

Office of East-West Policy & Planning, 377-2456
Allen J. Lenz, Director

BUREAU OF TRADE REGULATION, 377-5491

Stanley J. Marcuss, Deputy Assistant Secretary
Office of Export Administration, 377-4293
Rauer H. Meyer, Director
Office of Industrial Mobilization, 377-4506
John A. Richards, Acting Director
Special Import Programs, 377-2925
Richard M. Seppa, Director
Foreign-Trade Zones Board, 377-2862
John J. DaPonte, Executive Secretary

BUREAU OF DOMESTIC BUS. DEV., 377-3737

Robert E. Shepherd, Deputy Assistant Secretary
Office of Textiles, 377-5078
Arthur Garel, Director
Office of Ombudsman, 377-3176
John P. Kearney, Director
Office of Basic Industries, 377-5221
James M. Owens, Director
Office of Business Programs, 377-4273
John B. Roose, Director
Office of Producer Goods, 377-4338
Edward G. Smith, Director
Office of Consumer Goods & Service Indus., 377-3873
Thomas E. Murphy, Acting Director
Office of Business Policy Analysis, 377-2496
Edwin B. Shykind, Acting Director

BUREAU OF FIELD OPERATIONS, 377-3641 **J. Raymond DePaulo, Deputy Assistant Secretary**

District Offices

Albuquerque, 87102, 505 Marquette Ave. NW., Rm. 1015 (505) 766-2386.
Anchorage, 99501, 632 Sixth Ave., 412 Hill Bldg. (907) 265-5307.

Atlanta, 30309, Suite 600, 1365 Peachtree St., NE. (404) 881-7000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, 35205, Suite 200-201, 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, 14202, 1312 Federal Bldg., 111 W. Huron St. (716) 846-4191.

Charleston, W. Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2220, Ext. 2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Fed. Bldg., 550 Main St. (513) 684-2944.

Cleveland, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75242, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, 50309, 817 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C., 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 378-5345.

Hartford, 06103, Room 610-B, Fed. Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96850, 4106 Federal Bldg., 300 Ala Moana Blvd., P.O. Box 50026 (808) 546-8694.

Houston, 77002, 2625 Federal Bldg., 515 Rusk Ave. (713) 226-4231.

Indianapolis, 46204, 357 U.S. Court-House & Federal Office Bldg., 46 E. Ohio St. (317) 269-6214.

Los Angeles, 90049, Rm. 800, 11777 San Vicente Blvd. (213) 824-7591.

Memphis, 38103, Room 710, 147 Jefferson Ave. (901) 521-3213.

Miami, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

Milwaukee, 53202, 605 Federal Office Bldg., 517 E. Wisconsin Ave. (414) 291-3473.

Minneapolis, 55401, 218 Federal Bldg., 110 S. 4th St. (612) 725-2133.

New Orleans, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 589-6546.

New York, 10007, 37th Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

Newark, 07102, Gateway Bldg. (4th floor) Market St. & Penn Plaza (201) 645-6214.

Omaha, 68102, 1815 Capitol Ave., Suite 703A (402) 221-3665.

Philadelphia, 19106, 9448 Federal Bldg., 600 Arch St. (215) 597-2850.

Phoenix, 85073, 2950 Valley Bank Center, 201 N. Central Ave. (602) 261-3285.

Pittsburgh, 15222, 2002 Fed. Bldg., 1000 Liberty Ave. (412) 644-2850.

Portland, Ore., 97204, Room 618, 1220 S.W. 3rd Ave. (503) 221-3001.

Reno, Nev., 89503, 777 W. 2nd St., Room 120. (702) 784-5203.

Richmond, 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

St. Louis, 63105, 120 S. Central Ave. (314) 425-3302.

Salt Lake City, 84138, 1203 Federal Bldg., 125 S. State St. (801) 524-5116.

San Francisco, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave., (415) 556-5860.

San Juan, P.R., 00918, Room 659, Federal Bldg., Chardon Ave. (809) 753-4555.

Savannah, 31402, 222 U.S. Court-house, P.O. Box 9746, 125-29 Bull St. (912) 232-4321, Ext. 204.

Seattle, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.



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Commerce Department Services For Exporters

U.S. Trade Promotion Facilities Abroad—U.S. trade promotion facilities abroad provide U.S. manufacturers with a unique method of testing product interest, achieving direct sales, finding distributors and making other business arrangements in key foreign markets. Commercial showrooms have been established in central marketing areas where the potential for American products is continuous. There are U.S. Trade or International Marketing Centers in the following cities: in Europe—Cologne, London, Milan, and Paris; in the Far East—Osaka, Seoul, Singapore, Taipei, Tokyo, and Sydney; in the Americas—Mexico City and Sao Paulo; and in the Middle East—Tehran. The Department also maintains specialized business assistance facilities in Moscow, Warsaw, Vienna and Athens.

Commercial Fairs—These are Commerce Department-sponsored U.S. pavilions staged in important international trade fairs. These presentations feature U.S. products, usually of a major single industry, for which in-depth research reveals excellent sales opportunities.

Solo Exhibitions — These are export promotions planned, mounted, and managed by the Commerce Department in markets that offer promising export sales opportunities but which do not afford regularly scheduled fairs for the display of U.S. products.

Trade Missions—Organized either by the Commerce Department or by an industry group or trade association, trade missions are supported by the Commercial Attachés at U.S. Foreign Service posts overseas. Appointments and business receptions are planned for mission members with important sales prospects and foreign government decisionmakers. Trade missions usually travel to several countries in a region with high sales potential for particular U.S. exports.

Seminar Missions—U.S. seminar missions are designed to facilitate the sale of sophisticated technology, systems and/or products through the sharing of American technology. These events combine presentations of technological papers with individual private appointments. Teams of U.S. industrial representatives receive U.S. Foreign Service briefings, tour local installations, and conduct sales interviews, according to each represented company's marketing objectives.

Catalog Exhibitions—These are special displays of American product catalogs, sales brochures and other graphic sales materials at U.S. Foreign Service posts or in conjunction with trade shows. They are designed to help American firms test product interest, develop sales leads, and locate suitable agents and distributors.

Business Sponsored Promotions—Single U.S. company product or service promotions in U.S. Trade Centers and International Market Centers are sponsored, organized, and conducted by the companies themselves or their representatives abroad. Centers are also made available for seminars and sales meetings.

Product Marketing Service — Office and conference facilities in U.S. Trade Centers and International Marketing Centers are provided to American business officials abroad for a nominal fee under this program. Space is available for periods up to five days at the Center, along with local telephone service and access to telecommunications, audio-visual equipment, and assistance in obtaining secretarial and interpreter services at the company's expense. Other support includes a market briefing, identification of key business prospects, and assistance in making appointments.

Video/Catalog Exhibitions—These are mobile trade exhibitions based on video tape recordings rather than live product demonstrations. American companies show the features, applications and benefits of one or two products on video tape.

New Product Information Service—Products selected are promoted in foreign markets through the Commerce Department's *Commercial News USA*, and Voice of America radio broadcasts. *Commercial News* is circulated to some 240 overseas U.S. diplomatic and consular posts where, in addition to being made available in commercial libraries, reprints are often included in local commercial newsletters. The program publicizes the availability of new U.S. products and tests market interest.

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The above is only a partial listing of Commerce services to exporters. Additional services will be listed in the next issue of Commercial News USA.